The RUBBER AGE

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# LATE NEWS of the Industry

## September Consumption of 23,638 Tons Was Lowest for That Month Since 1923

CONSUMPTION of crude rubber by manufacturers in the United States for the month of September decreased 14 per cent as compared with August. The usual seasonal decline is 11 per cent. September consumption is estimated to have been 23,638 long tons as compared with 27,586 long tons for August and 25,515 long tons for September, 1930, according to statistics released by the Rubber Manufacturers' Association.

Nine months' consumption was 280,568 long tons, comparing with 298,810 long tons in the same period of 1930 and 381,603 long tons in the first three quarters of 1929. The September consumption figure was the lowest for that month since 1923.

Imports of crude rubber for August amounted to 40,505 long tons, an increase of 5.6 per cent over the August figure of 38,370 long tons, and 2.6 per cent above September, 1930, according to the association's own estimates.

The association estimates total domestic stocks of crude rubber on hand September 30 at 254,324 long tons, an increase of 5.6 per cent over August and 49.7 per cent over September 30, 1930.

Crude rubber afloat for the United States ports on September 30 is estimated at 62,420 long tons as against 61,469 long tons on August 31 and 60,924 long tons on September 30, 1930. The total of visible stocks on hand and afloat to this country rose to a new record high at 316,744 long tons, equal to more than 85 per cent of the country's total consumption in the full year of 1930.

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## Seiberling to Maintain Wages and Hours; Opens Tour With Attack on Price Cutting

THAT no reduction in either wages or working hours is contemplated at this time by the Seiberling Rubber Company, Barberton, O., was declared earlier this month in a company announcement. This announcement follows the cuts in wages and hours by other companies this month and the appeal of the Rubber Manufacturers' Association for factories to maintain their present forces.

"We see no reason for cutting wages or reducing the working time at our plants," the company statement said. "October production schedules call for continued operation on four shifts, except for a short shut down which will be necessary for inventory which must be taken before the close of our fiscal year, October 31. Our sales to dealers are ahead of last year and the volume of orders we are receiving at this time leads us to believe that we shall continue to operate at a highly favorable rate."

F. A. Seiberling, president of the company, started a nation-wide tour with a denunciation of price cutting before a large group of tire dealers at the Hotel Pennsyl-

### Scanning the Headlines

*Rumors of new tire price cuts again being circulated . . . . New hints of restriction also appear, and rubber rises a half-cent in price . . . .* BALDWIN *plans to erect Canadian factory . . . . Tire stocks at lowest point since* 1925 . . . . SEIBERLING *will not reduce wages or working time . . . . September rubber consumption the lowest for that month since* 1923 . . . . GOODYEAR *promotes sales executives . . . . Directors of Rubber Manufacturers' Association hold session at Akron . . . .* DAYTON *offers new tire to compete with mail order casings . . . . Rim output in September* 45 *per cent under August . . . .* RAINBOW *tire plant offered for sale without bidders . . . . Carbon black suppliers see no effect on industry in Texas well-closing plans . . . . Akron Rubber Group members prepare to dine and hear du Pont chemists November* 2 . . . . *Tire dealers to assemble November* 15 . . . . *Congressmen to tread rubber floors in future . . . . Stock issues rally with rest of market.*

vania, New York City, on October 12. He deplored the tendency of some manufacturers to sell run of the mine merchandise at run of the mine prices and said that the need of the business world today is superior merchandise to be sold at prices which yield fair profits to manufacturers and retailers and give full value to consumers.

Accompanied by his son, J. Penfield Seiberling, and Harvey B. Stout, factory representative, Mr. Seiberling is making a 19,000-mile tour, which started October 4 and will end a few days before Christmas. In the course of his trip, he will introduce personally to 4,000 tire dealers the new Seiberling duo-tread air-cooled tire.

## Stocks of Tires and Inner Tubes Drop to Lowest Point Since 1925

SHIPMENTS of pneumatic casings and inner tubes again exceeded production during the month of August, according to statistics released by the Rubber Manufacturers' Association, bringing inventories in manufacturers' hands down to the lowest point since 1925.

Shipments of pneumatic casings for August amounted to 4,959,984 units, a decrease of 9.2 per cent under July this year and 4.2 per cent below August, 1930. Production of pneumatic casings was reported to have been 3,905,933 units, a decrease of 20.7 per cent as compared with July this year, and 6.2 per cent below August a year ago. Pneumatic casings on hand August 31 amounted to 8,896,296 units, a decrease of 10.3 per cent under the July figure of 9,919,456 units, and 18 per cent below August 31, 1930.

The same situation was apparent in the case of inner tubes. During the month of August there were 4,435,429 inner tubes produced and 5,300,504 tubes shipped, leaving a stock in manufacturers' hands of only 8,774,021 inner tubes. Solid and cushion tire shipments also exceeded output for the eighteenth consecutive month, bringing inventories down to a new low level for recent years.

The tire industry is estimated to have consumed a total of 45,289,541 pounds of crude rubber and 14,681,781 pounds of cotton fabric during the month of August in the manufacture of all types of tires and tubes.

The association's estimates are based on reports furnished by manufacturers who produce approximately 80 per cent of the total for the United States, but have been adjusted to represent 100 per cent in the figures quoted above.

## Baldwin Rubber Company Is Planning To Form Canadian Manufacturing Unit

FOR the purpose of forming a Canadian corporation as a subsidiary of the Baldwin Rubber Company, Pontiac, Mich., to manufacture and sell in Canada products similar to those sold by the American company, a stockholders' meeting has been called at the Pontiac offices for the morning of October 29. The company's principal products are rubber automobile flooring, automobile running board mats and mechanical rubber goods.

In a letter to stockholders, Samuel C. Clark, president, says: "For several years the Baldwin Rubber Company has enjoyed a steady growth in the volume of Canadian business, both with motor car companies having parent companies in this country and with customers outside of the motor car field. We believe Canada offers a good market for the company's products and in some respects a natural market.

"After October 1, a very substantial amount, if not all, of such business from Canadian customers will be lost due to application of provisions of the Canadian tariff act unless some action is taken whereby the company's products can be completely manufactured in Canada.

"With this in mind, executives have made an investigation of manufacturing conditions in the province of Ontario. This investigation has brought about a proposal from certain Canadian interests to organize a Canadian corporation to be known as the Baldwin Rubber Company of Canada, Ltd."

The stockholders' meeting is to approve steps taken by the executives and ot authorize the financial set-up of the new organization, which is to be capitalized at $225,000.

At the present time the capitalization of the Baldwin Rubber Company itself consists of 50,000 shares of class A convertible stock, paying $1.50 annually, of which 49,980 shares were outstanding at the close of 1930, and 200,000 shares of class B stock, of which 100,690 shares are outstanding. The company has 99,960 shares of class B stock reserved for conversion of the class A.

Baldwin Rubber Company earnings have held up well despite current adverse business conditions. The company reported a net profit in 1930 of $150,855, or 75 cents a share on the class B stock, as against a 1929 income of $152,216, or 77 cents a class B share. In the first six months of 1931, net profits were estimated at $70,000 after all charges and taxes, equal to 32 cents a share on the class B shares.

## National Tire Dealers' Association Convenes at Detroit November 15 to 18

THE program for the 12th annual convention of the National Tire Dealers' Association, Inc., to be held from November 15 to 18 at the Hotel Statler, Detroit, Mich., is rapidly nearing completion, according to an announcement by Norval P. Trimborn, executive secretary of the organization. The usual exhibit of tire repairing and other equipment will be held in connection with the convention, and several new features are planned for this year.

A definite acceptance from James D. Tew, president of the Rubber Manufacturers Association and president of the B. F. Goodrich Company, to act as the chief speaker at the banquet on November 18 has been secured. Other leaders of the industry scheduled for addresses include F. B. Davis, Jr., president and chairman of the United States Rubber Company, and P. W. Litchfield, president of the Goodyear Tire & Rubber Company.

Following an officers' and directors' meeting November 15 the convention will be opened on the 16th by Martin J. Barry, president of the association, who will introduce Mr. Trimborn for presentation of the association's truck and heavy duty tire program.

Among the subjects to be discussed during the convention will be those of both general and specific nature, including truck tire problems, tire dealers' rim problems, business management, recommended accounting methods, battery merchandising, wheel alignment, brake service and how to merchandise it, tire sales from a super-service standpoint, tire sales from a strictly tire store standpoint, benefits of the new form of association organization, dealers' advertising problems and the present-day opportunity of the independent dealer.

One of the high lights of the convention will be an attempt to select a slogan for dealer use in appealing to the public to buy new tires in the interest of economy rather than try to get few more doubtful miles out of the old tires. A spirited campaign has been conducted for several months among the membership, with hundreds of slogans submitted.

Mr. Trimborn is making an extended tour through the Southwest and Middle West for purposes of furthering the association's organization in the form of local units. His itinerary includes Tulsa, Okla.; Kansas City, Mo.; Denver, Col., and Omaha, Neb.

## Automobile Rim Output in September Declines 45 Per Cent Below August

POSTPONEMENT of plans for bringing out new automobile models is reflected in automobile rim production statistics just released by the Tire and Rim Association, Inc. September production, based upon the association's statement of rims inspected and approved, fell about 45 per cent below the August total and was less than half as great as for September, 1930, indicating a possible decline in the demand for new tire equipment.

The Tire and Rim Association inspected and approved 504,879 rims in September, compared with 924,236 in August and 1,052,109 in September, 1930. Rims approved in September, 1929, amounted to 2,110,031.

The decline in activity last month was partly seasonal and followed a 13 per cent increase for August, which makes last month's figure more unfavorable than would otherwise be the case. However, a greater autumn upturn in automobile production than has yet appeared was expected during the late summer months.

On the other hand, September production of automobile rims, as indicated by inspections, was the lowest for any month in recent years, even falling below the record for December, 1930, when output was 567,355 units. In 1929, following the October stock market crash, rim output dropped most sharply of any time on record, the November total amounting to only 596,989 units, compared with 1,647,350 for the previous month. Peak output for all time of 2,729,899 was reached in April, 1929.

In the first nine months of 1931 rim production has aggregated 10,502,830 units, compared with 15,010,430 in the corresponding nine months of 1930. This is a decline of about 30 per cent. In nine months of 1929 output reached the tremendous total of 21,018,881 units.

## Statisticians See New Tire Price Cuts; Note Failure of Industry to Cooperate

THE "distinct possibility" of appreciable tire price cuts before the close of the year is foreseen by the editors of *Standard Trade and Statistics,* published by the Standard Statistics Company, in a review of the rubber situation this month. Failure of the leading companies of the industry to cooperate is noted, and a renewal of former sharp competition in price indicated, according to the writers.

"Current reports relative to conditions in the casing trade," the report says, "indicate a reversion to severely competitive price tactics. Several months ago, there was considerable agitation on the part of certain of the leading companies toward placing the fleet business on a more satisfactory basis.

"However, efforts to reduce the number of discounts allowed large buyers of casings, we learn, have been largely dissipated by the failure of a few companies to maintain the selling terms prescribed earlier this year. Accordingly, six and seven 'tens' discount from list prices again are being offered to volume purchasers by certain manufacturers, and conditions in this branch of the trade are once more extremely unsettled.

"In fact, present information coming from trade centers indicates that there is a very distinct possibility that sizable price reductions on all grades of tires may be witnessed around the end of this year.

"Another source of loss for the rubber industry is the increasing tendency of casing producers to contract with large fleet operators on a 'guaranteed mileage' basis. This practice involves the servicing of the motor vehicle operator's tires throughout their life, at a previously agreed price per mile to the tire company.

"It is stated authoritatively that the basis now governing these agreements results in losses on this business to the rubber manufacturers."

## Akron Rubber Group Meets November 2 To Hear Papers by du Pont Chemists

THE fall meeting of the Akron Group of the Rubber Division of the American Chemical Society will be held on Monday evening, November 2nd, at the Akron University Club. Dinner will be served at 6:30 P. M., after which the members will have the privilege of listening to two papers on some entirely new and recent research work from the laboratories of E. I. du Pont de Nemours & Company.

While the committee has elected not to disclose the exact nature of the subject to be discussed, members are assured that a topic of this kind has never before been presented to any of the group meetings and it is so arranged as to be of interest to both the chemist and the more practical rubber worker.

The paper has been divided into two sections. The authors of the first division, which is the technical presentation, are J. A. Neuwland, W. S. Calcott, F. B. Downing, A. S. Carter. The authors of the second division or the practical application of the results obtained are Wallace H. Caruthers, Ira Williams, Arnold M. Collins and J. E. Kirby.

## Rubber Companies Join in Credit Pool Attendant Upon Merger of Akron Banks

RUBBER companies and rubber machinery manufacturers joined on October 19 in subscribing to the formation of a $15,000,000 credit and rediscount corporation coincident with the merger of the two largest banks in Akron. The consolidation of the First-City Trust & Savings Bank and the Central Depositors Bank & Trust Company gives the rubber centre a financial institution with resources of $75,000,000, and the organization of the new Credit Corporation of Akron represents the first local application of the similar idea for a $500,000,000 national rediscounting body as announced by President Hoover.

Among the city's industrial concerns pooling subscriptions to bring the credit corporation into being are the Goodyear Tire & Rubber Company, B. F. Goodrich Company, Firestone Tire & Rubber Company, General Tire & Rubber Company, Seiberling Rubber Company, India Tire & Rubber Company, National Rubber Machinery Company, Akron Equipment Company, Mechanical Mold & Machine Company, Akron Standard Mold Company and International Lead Refining Company. Numerous rubber companies executives are members of the boards of directors of the merged banking institutions.

## Rubber Association Dinner January 11

The annual meeting and dinner of the Rubber Manufacturers Association will be held on January 11, 1932, at the new Waldorf Astoria Hotel, New York City. The dinner will be held on the Waldorf Astoria Roof, and the annual meeting and elections will be held in the hotel earlier in the day.

**(Other news of the industry will be found on Pages 79-83)**

The Moscow Rubber Plant "Kauchuk"

# *Recent Progress of the* SOVIET RUBBER INDUSTRY

## Has Shown Remarkable Growth Under the Five Year Plan—The Total Value of Rubber Products Scheduled for Production in 1931 Will Approximate $226,000,000—New Plants Being Built

THE rubber manufacturing industry in Soviet Russia has shown a remarkable growth under the Five Year Plan, according to the *Economic Review of the Soviet* Union. The total production of the industry, 60 per cent of which consists of tires and inner tubes, is being increased by one half this year.

Several new plants are being built, one of which, at Yaroslavl, will turn out goods valued at nearly twice the total set for this year. New sources of raw materials are being exploited on a large scale and laboratory experiments in the production of artificial rubber are meeting with success.

The rubber industry exceeded its pre-war output for the first time in 1927-28, the year before the Five-Year Plan, when its production, valued at 145,000,000 rubles, was 4 per cent above 1913. During the first two years of the Plan it developed further as follows: in 1928-29 production was valued at 195,900,000 rubles ($100,940,000) and in 1929-30 at 283,900,000 ($146,260,000), the total for the two years being 6 per cent above the program. (Par of the ruble is .5146 cents).

The United Rubber Industry has outlined a new and enlarged production program for the second half of 1931. The original estimates scheduled an increase of 20 per cent for all of 1931, bringing the value of production to 363 million rubles as against an output of 301 million last year. According to the revised program production during 1931 will reach 440 million rubles ($226 million), an increase of 47 per cent over that of last year. Thirteen thousand new workers will be required by the industry to carry out this enlarged program. It is planned to increase the output of rubber footwear at the Leningrad "Red Triangle" factory, by 12 million pairs, and at the "Red Bogatir" in Moscow by 4 million. Beside this increase these factories are also expected to make good the small deficit of the first half-year. The program for rubber footwear in 1931 has been increased to 58,500,000 pairs as against 42,500,000 pairs during last year. The output of other rubber goods will also be increased by 40—50 per cent during the second half of the year. At the "Red Triangle" plant production for the latter half of this year will be increased from 144,000,000 to 231,000,000 rubles.

If the revised production plan is fulfilled the output in 1932 will be 828,000,000 rubles, ($426,400,000) and in 1933, 1,580,000,000 rubles ($813,700,000). As compared with 1927-28 there is expected a gain of 445 per cent next year, and in 1933 over 900 per cent.

The greatest increase in the output of various rubber articles is planned for rubber tires. While in 1927-28 the output of these was valued at 15,800,000 rubles, this year it will reach 90,600,000 rubles, in 1932, 308,000,000 and in 1933, 647,000,000 rubles.

The following figures show the proportion of rubber footwear and tires to the total production of rubber goods in 1930 and 1931, as compared with pre-war:

| | 1913 | 1930 (in percentages) | 1931 |
|---|---|---|---|
| Rubber footwear | 67.3 | 46 | 36.6 |
| Tires | 13.6 | 19 | 24.6 |
| Miscellaneous | 19.1 | 35 | 38.8 |
| | 100.0 | 100 | 100.0 |

Capital construction during the first two years of the

Five-Year Plan amounted to 32,500,000 rubles. This year the plan calls for expenditures totaling 54,700,000 rubles ($28,170,000).

In two or three years the Soviet Union is expected to have 400,000 automobiles and trucks, requiring about 6,000,000 tires. The Leningrad tire plant has an annual capacity of only 800,000 tires and the remaining number will be produced by the giant rubber combine now under construction at Yaroslavl, in the Ivanovo-Voznesensk Region. This plant will consist of 13 departments, including tire, asbestos, regenerator, cord tire, mechanical, etc. Operations are expected to begin in January, 1932.

The entire factory, the largest of its kind in Europe, will produce annually 6,165,000 tires. The asbestos mill will have an output of 35,000 tons annually, the rubber factory of 23,000 tons of rubber soles, and the cord mill of 7,096 tons. The combine will employ 12,000 workers and will have an annual output valued at 800 million rubles. It will have a central heating and power station of 72,000 kilowatts capacity. There will be eight boilers with a heating surface of 1,200 square meters each.

A workers' settlement consisting of 100 four-story houses is now being built. There is also under construction a kitchen to turn out 25,000 meals daily, as well as a bath house, mechanical laundry, hospital and dispensary, children's nurseries, and a number of schools. The latter include elementary and high schools, trade schools and a university.

### New Rubber Growing Experiments

The efforts of the Soviet Union to plant rubber bearing plants was reviewed in THE RUBBER AGE, March 25, 1931, but new and more concrete developments apparently have since taken place, according to the *Economic Review*.

The Kauchukonos (Rubber-Bearing Plant) Trust reports that the first experimental plantings on a large scale of the rubber-yielding plant, tau-sagiz, have been successful. It has a content of 20 per cent and certain species have as much as 50 per cent.

Over 25,000 kilograms (55,000 pounds) of tau-sagiz rubber have been turned over to the industry. The factory for the manufacture of this rubber was to start operations at Kara-tau, in Kazakstan, toward the end of last spring, with a monthly output of 60 tons. The rubber is obtained by mechanical means, without being subjected to chemical treatment.

The Institute for the Mechanization of Agriculture in Leningrad has begun the construction of the machine for harvesting tau-sagiz.

Other rubber bearing plants being cultivated in the Soviet Union include guayule, hondrilla, kendyr and cikonia. According to the *Economic Review*, hondrilla has already been planted on millions of acres in the Ukraine and Kazakstan. This year 10 million grafts of gauyule were prepared and the number of cikonia trees brought up to 200,000. It is expected that 5,000 tons of kendyr leaves will also be worked over. A total of 51,850 acres were planted this year to rubber-bearing plants, mainly tau-sagiz.

## Measuring Microscope for Rubber

A LOW-POWER microscope has been found suitable for measuring the thickness and width of rubber test specimens and for inspecting them for imperfections, by the Bureau of Standards, Washington, D. C. The microscope used is of standard design and is equipped with 32 and 48 mm. objectives and a 6-times eyepiece. The eyepiece is fitted with a fixed scale 10 mm. long and divided into 100 subdivisions. When a specimen is viewed the scale appears to be superimposed on it. A mechanical stage is provided for bringing different parts of a sample into view.

The scale of the micrometer eyepiece is conveniently calibrated by comparison with a stage micrometer, which is simply a scale ruled on a glass slide. The calibration factor is dependent on the length of the draw tube of the microscope and consequently may be adjusted to a convenient round number by proper setting of the draw tube. With the 48 mm. objective samples up to 8 mm. in width may be measured. The magnification with this objective is about 13 diameters, and that with the 32 mm. objective about 24 diameters.

Measurements by the microscope on samples of the familiar dumb-bell shape showed that specimens cut from different stocks by the same die varied in width, and, in case of soft compounds, were appreciably wider than the die. Likewise, the thickness of soft compounds as found by the microscope was greater than that indicated by a gage of the plunger type.

Improved accuracy in the testing of rubber may result from the use of the microscope to measure the cross-sectional dimensions of test specimens.

## British Tire Exports—First Half 1931

OFFICIAL statistics covering the exports of tires and tubes from the United Kingdom for the first half of 1931 show a total of 580,721 pneumatic casings, valued at £1,286,532 and 411,795 inner tubes, valued at £124,950, were shipped overseas. Also 5,710 solid tires, valued at £26,026 left the United Kingdom, during the same period. New Zealand proved to be the best market, taking over 65,000 casings. The Irish Free State, France, and India represented other leading markets.

**The Cord Mill of the New Yaroslavl Rubber Combine, Russia**

# Texas Oil Conservation

## *Unlikely to Have Appreciable Effect on*

# PRODUCTION OF CARBON BLACK

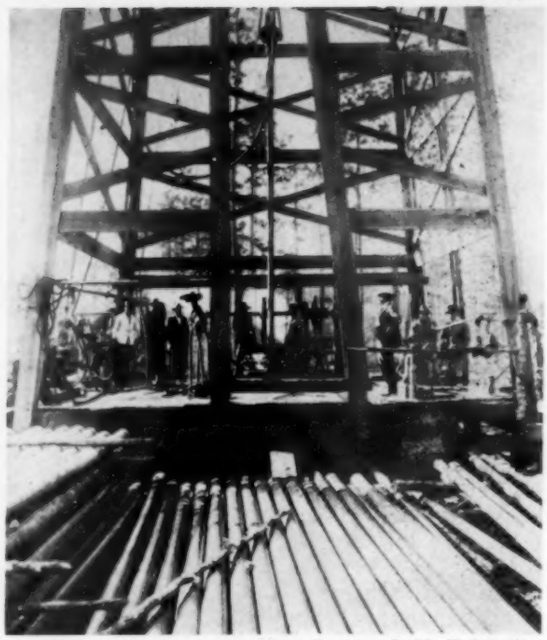


*Photo Courtesy J. M. Huber, Inc.*

**Drilling Natural Gas Well**

**Producers of Carbon Black Believe That Shutting in of Oil Wells and Extension of Natural Gas Pipe Lines Will Not Cause Any Serious Manufacturing Difficulties in the Carbon Black Industry. . . . .**

THE attention of users of carbon black has recently been focused on Texas, where the efforts of Governor Sterling resulted in a special session of the Texas Legislature passing bills which gave the Texas Railroad Commission greatly increased powers of investigating waste of natural petroleum resources. Concern has been felt in some quarters of the rubber industry as to the possible effect on carbon black production of this conservation program in Texas and accordingly THE RUBBER AGE has consulted leading authorities to determine, as far as possible, whether there is any real basis for such concern.

It appears, as a result of this investigation, that there is no expectation of any immediate curtailment of carbon black production. There is a feeling, however, that at some future date the rapidly expanding use of natural gas pipe lines from the Panhandle district of Texas to distant cities may decrease the amount of gas available for the production of carbon black and cause a consequent rise in prices. But, as some authorities point out, the visible supply of gas in Texas and Louisiana is so large that even with a wider use of gas for industrial and domestic purposes, there is little need for concern in the carbon black industry as regards sources of supply for a number of years to come.

The Texas Railroad Commission has now been empowered to investigate and stop all waste of gas and to promulgate rules and regulations for the operating of the "Pipe Line Bill" recently passed by the Texas legislature insofar as it covers the taking of natural gas. The Commission has been given a free hand in determining what constitutes an oil well and what a gas well. It is empowered to "shut in" wells where the ratio of oil is very low. The only gas available for carbon black manufacture is casing-head gas and if the Railroad Commission "shut in" any considerable number of these oil wells, it may very appreciably affect the amount of gas available for carbon black production.

According to an account which appears in an Amarillo, Texas, newspaper of October 3, 1931, furnished us through the courtesy of Herron, Rodenbough & Meyer, Akron, the Panhandle oil and gas field is one huge geological structure, part of which produces oil and part gas. The article continues: "At the border line between the oil and gas production there are many wells which produce but a very few barrels of oil and an immense quantity of gas. The gas produced contains a sulphur content which contaminates it to an extent that it is not fit for ordinary fuel consumption in its present state. However, this gas does contain a very small percentage of gasoline and it is therefore run through a plant for the extraction of its gasoline content, and the residue gas is allowed to blow into the air or is burned, to make carbon black.

"This production method is legitimate when the ratio of oil and gas produced is in a fair proportion but the present methods used in the area referred to are resulting in a vast wastage of gas. This practice in the Panhandle is resulting in certain operators producing their wells to obtain a few barrels of low priced oil and negligible quantity of casinghead gasoline after which the remaining gas is either completely wasted or is burned to make carbon black.

"There is now a tremendous over-supply of carbon black and the value of this product is almost nothing as compared to the enormous future value of the gas being dissipated. This wastage of gas is estimated to be over five hundred million feet per day and has been going on more or less ever since the Panhandle field was opened. This waste reduces the pressure and therefore the volume of the sweet gas in the entire field and inasmuch as gas drains from a large territory, it is in effect wasting the gas of the land owners and operators throughout the area affected.

"The operators producing such wells contend that on account of the fact there is not at this time a commercial market for this sulphur gas they should be allowed to waste it."

### Texas Production of Carbon Black

We are indebted to Carl J. Wright of the General Atlas Carbon Company for the following table on the decline of the production of carbon black in Louisiana and the rapid growth of the industry in Texas:

| | *Percent of Total Production* | | |
|---|---|---|---|
| | *1928* | *1929* | *1930* |
| Louisiana ..... | 54.8 | 34.8 | 24.5 |
| Texas ..... | 40.5 | 62.3 | 71.5 |

"There are two reasons for the decline in production in Louisiana. Both of these reasons are economic and we can probably draw the conclusion that the same economic factors will prevail in Texas in the near future," explains Mr. Wright. "The great decline in the production of carbon black in Louisiana resulted primarily from the competition for gas by long natural gas pipe lines such as those which run to St. Louis and Atlanta. The same sort of competition will take place in Texas as more and more pipe lines are built out of this field. About three years ago two pipe lines were completed from this field—one going to Denver, Colorado, and the other to Kansas City, Missouri. Recently the Continental Construction Company completed a twenty-four inch line to Chicago. This line has a capacity of 175 million cubic feet of gas per day. Building on several other lines has been started or will be as soon as business conditions show some improvement. The maximum capacity of six lines out of the Panhandle field is 420 million cubic feet per day—with an average of 240 million cubic feet per day. It is only logical to suppose that as the demand for gas by these pipe lines increases the price of gas will increase."

The statement of Mr. Wright continues, "The carbon black industry has only been able to thrive in places where an abundant supply of natural gas is available at a very low price. As fast as other markets commanding higher prices are developed for natural gas it necessitates a curtailment in the amount of gas available for carbon black production and, in some cases, the price has advanced to a point where carbon black production is no longer profitable. This is especially true of West Virginia and Kentucky. These States now produce very little carbon black.

"Of course no substantial upward movement can be expected in the price while warehouse stocks continue around their present levels but any sharp curtailment by the Texas Commission in the amount of casing-head gas available for carbon black manufacture or any demand for this gas for pipe line purposes would cause an increase in the price of carbon black in the near future."

"It is doubted that the action of the Texas authorities will in any way curtail production of carbon black," states A. F. Kitchel of Binney & Smith Company, who anticipates a stable condition for some time to come. Mr. Kitchel's complete statement is as follows:

"Because of the very serious over-production which was evidenced some months ago, we understand that most of the producing companies did everything possible to curtail, just as far as field conditions would permit. This has brought down the total production to a point which would ordinarily be quite in keeping with consumption during normal times, and in fact resulted in a considerable decrease in stocks during the spring and early summer. However, because of the general low peak of consuming lines, consumption has decreased during the past couple of months with the result that production is now slightly ahead of consumption.

"The action of the Texas authorities is, to our way of thinking, aimed entirely at some logical control of the oil situation and will affect supplies of gas only indirectly. Such large amounts of gas are still available in Texas that we doubt whether the carbon black producers will be affected in any way which would seriously curtail production, and we anticipate, therefore, a rather stable condition for some time to come.

"Although present price levels of carbon black are on a very unsound basis, yet it would appear that that is something which the industry will have to face for some little time."

Mr. Kitchel adds that the main effects of the present situation "will be the embarrassment of such producers as are not very strongly entrenched and financed, and the change which this is bound to bring to their quality of material turned out. The scientific care and control which we have initiated in the manufacture of carbon black adds materially to the cost of the ordinary run of the production. In times of stress like the present, it undoubtedly means that such control will be exercised only by the producers who are able to stand the burdens that imposes."

### "Will Not Affect Supply of Gas," Says Huber

A similar position is taken by R. H. Eagles of J. M. Huber, Inc., who states, "In the light of present information, we do not think that the oil conservation program in the State of Texas will appreciably affect the supply of gas available for carbon black. The movement is directed primarily against the excessive production of crude oil and the proportion of oil produced in combination with gas is relatively small compared to the total. There is, of course, a possibility that the State authorities may later direct themselves towards the specific curtailment of natural gas as such, but the fact that the type used for carbon black is more or less of a by-product, which would otherwise be wasted, would tend to minimize any action along this line.

"In the past year-and-a-half carbon black production has declined more than 50% due to the voluntary curtail-

*Photo Courtesy J. M. Huber, Inc.*

**Carbon Black Burning Houses**

ment of producers in the face of an unprofitable market. It is now believed the total production has reached the minmum figure consistent with the contractual obligations of the producers for gas supplies. The present rate of production is considerably below the average rate of demand for the past few years, and at this low level it practically balances the present abnormally small consumption, which results from the sharp drop in the manufacture of rubber products. Since there is practically no warehousing pressure exerted on the producers, we do not anticipate any forced liquidation of carbon black stocks, providing conditions become no worse, and we therefore feel that the present represents the zero condition for the carbon black industry with no probable market change for a considerable period ahead and with a gradual tendency towards firmer conditions."

The possibility that natural gas pipe line construction will gradually increase the cost of carbon black is men-

*Photo Courtesy J. M. Huber, Inc.*

**Natural Gasoline Plant**

tioned by E. Billings, of Godfrey L. Cabot, Inc., though he believes that the gas reserves of the Panhandle field and the Louisiana field are adequate to take care of all the existing pipe lines and those being built for many years in addition to supplying adequate gas for carbon black for a long period. Mr. Billings' statement is as follows:

"It seems evident that the present oil production curtailment in Texas is a purely temporary matter which will have insignificant effect on carbon black, but that pipe line construction will gradually, but steadily, increase the cost of producing carbon black and its selling price.

"The fundamental cause of the present difficulties of the carbon black industry is the abnormally large supply of natural gas readily available at the surface of the ground in the United States.

"When natural gas is scare, carbon black manufacturers have to supply their factory requirements, in whole or in part, by drilling wells themselves, and the price at which the carbon black is sold reflects not only the cost of manufacturing that black from the gas, but also the cost of the hazardous and uncertain business of drilling for gas.

"Naturally, the ability of the carbon black industry to expand production rapidly to meet sudden demand is especially dependent on the status of the visible gas supply of the country.

"In the last few years the immense quantities of casing-head gas available in Texas have altered the economics of carbon black production enormously. Casing-head gas is gas which comes up from the ground with oil. It can not be held in the ground if the oil is to be produced. The risks of production arising from the ever-attendant possibility of drilling "dry holes" are borne by the oil company; the gas is a by-product.

"The development of various Texas oil fields, and particularly the Panhandle fields, resulted in a tremendous production of casing-head gas for which there was no possible market except the carbon black industry. The result was that anyone with the necessary capital could erect carbon plants in the Texas Panhandle by simply purchasing casing-head gas, thus eliminating what is normally the greatest risk, and always an expensive item, in the production of carbon black.

"The urgent need of the casing-head gas producers of a market for the by-product gas which they were wasting into the air, and the vigorous way in which they sold this gas to the carbon black industry, contributed materially to the present excess carbon black factory producing capacity.

"Every carbon black manufacturer of any lengthy experience has vivid recollections of the frequent periods in which insufficient gas had been available to supply the world's need of carbon black. Consequently, it is perhaps not extraordinary that the selling pressure of the casing-head gas producers, reinforced by memory of previous gas shortages, induced construction of more carbon black factories than are necessary to take care of the present requirements of commerce.

**Excess Gas Supply Not Proof of Carbon Black Shortage**

"Recent history, however, proves conclusively that excess visible gas supply does not necessarily prevent carbon black shortage. The last shortage occurred in 1922, at the same time in which something like 500,000,000 cubic feet a day of gas were blowing in the Breckenridge, Texas, area, but the carbon black industry hesitated to install factories there on account of the Texas legislative uncertainty then prevailing. More recently, the industry was within a few days of being unable to fill orders in April, May, 1929. Exact figures are not obtainable, but an estimate of ten days' supply of rubber makers' black in the hands of shippers at that time is probably not far wrong; and that near famine, together with the abundant supply of gas available, account in part for the excessive plant capacity which was constructed during 1929.

"The action of the Texas and Oklahoma authorities in shutting in oil wells was necessarily, and admittedly, temporary. It seems unlikely that such emergency measures will cause any serious manufacturing difficulties in the carbon black industry. If any temporary shortages of gas should result, the effect will simply be the very desirable one of a reduction in the stocks of carbon black on hand.

"Increasing prosperity of the country will automatically cause a withdrawal of the legislative decrees which at present shut in oil.

"While the volume of gas which the great, long-distance pipe lines, under construction and recently constructed in the Texas Panhandle field and others, carry into industrial centers is enormous, the gas reserves of the Panhandle field, as well as of the Louisiana field, are, in the best opinion, adequate to take care of those lines for many years, and also to supply adequate gas for carbon black for many years also.

"Increasing movement of gas through pipe lines will, of course, raise the wholesale price of gas in the Panhandle and, therefore, the cost of producing carbon black, since in a general way the carbon black manufacturer pays as much for his gas as the pipe line company pays at its intake end.

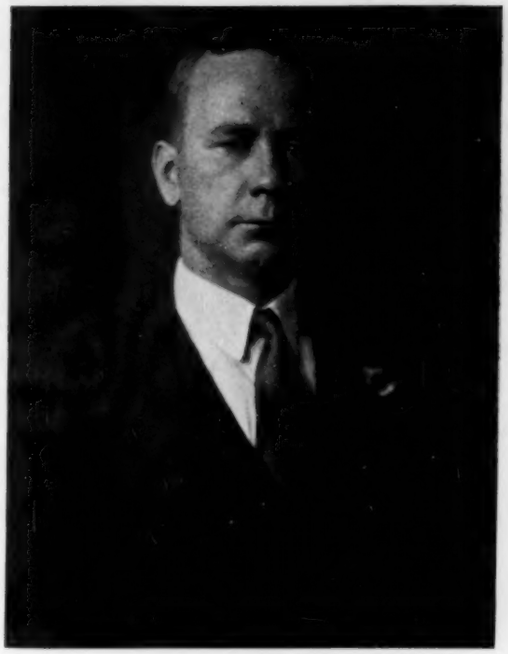
"It seems pretty fairly evident now that the price of carbon black is at the bottom, and that it will show a rising tendency for the next few years, and that the rise will not be rapid."

# *Safeguarding the* EXPORT CREDITS *of the Tire Industry*

## Insuring Foreign Credit Risks Is Saving the Industry Large Sums Yearly — Ledger Experience with Foreign Accounts Pooled Through American Foreign Credit Exchange

*By* S. E. HOLLIS

*Vice-president, American Foreign Credit Underwriters, Inc.*



S. E. HOLLIS

ABOUT two years ago, a rubber manufacturer in Ohio received a $10,000 order for tires and tubes from a merchant in Bahrein, Persia, with the proviso that he grant the buyer his exclusive agency in the Persian territory. The would-be agent furnished bank and business references, gave detailed instructions as to the packing and shipping of the order, and specified terms of sight draft, documents against payment, at Bahrein.

The rubber manufacturer having received generally favorable replies from the references, was about to ship the order, feeling that the terms which amounted to cash on delivery gave him all necessary protection, when he happened to be visited by the field representative of an association of American manufacturers which insures the export credits of its members. The field man, in soliciting the manufacturer's membership in this association, offered the service of having the buyer's rating looked up in the association files and of having his home office advise the manufacturer generally as to the desirability of making the shipment. The offer was accepted and, within forty-eight hours, the manufacturer had been informed that the amount of the order seemed altogether out of proportion to the buyer's financial responsibility and great caution was advised in view of the current condition of the particular market.

### Shipped Without Full Investigation

The order looked good and after some further negotiation by cable with the Persian merchant, the manufacturer decided to ship about one half the quantity originally requested and instructed his bank to be sure, in forwarding the documents to its correspondent at Bahrein, that the shipment should not be released except in payment of the draft. When the shipment arrived, the Ohio manufacturer received a cable from his Persian friend requesting "on account of temporary exchange difficulties" that the bank be instructed to deliver the documents against a ninety day acceptance, instead of payment at sight. Disgusted, the manufacturer finally had his shipment returned to the United States, and pocketed a substantial loss on freight and charges. He vowed at that time to pay no further attention to foreign inquiries but was afterwards persuaded to change his viewpoint and to surround himself with proper safeguards, and today he has an export department in full swing, which is proving a worthwhile auxiliary to his domestic sales.

Other tire and rubber manufacturers are developing their overseas business along sound and constructive lines, through membership in the association whose warning might have saved the loss on the Persian shipment above referred to.

Some idea of the importance of our overseas trade may be gauged from the fact that in 1929 the total exports from the United States of rubber and rubber manufactures amounted to some $76,000,000 and even in this present year of deflation and restricted buying power all over the world, it is interesting to note, from our U. S. Department of Commerce figures, that the total exports to all countries of rubber and rubber manufactures in the first eight months reached the respectable total of $26,792,000.

### Pooling of Credit Information

The American Manufacturers Foreign Credit Insurance Exchange came into being in 1919, after the close of the World War, when a group of far-sighted manufacturers in the Illinois Manufacturers Association realized that in order to hold the desirable export business which had come to them during the war, and which would continue to be so necessary to absorb the output of their enlarged manufacturing facilities, it was essential that they organize some instrumentality which would enable them to solve the credit question.

These exporters organized themselves into the mutual body, now generally known as The Exchange, and from a small group of one hundred or so manufacturers, the membership has grown until today it comprises approximately one thousand of the leading American manufacturers of exportable products in all lines of industry. Members pool their credit information and ledger experience through a central file and the association advises them on their export credit and merchandising problems, assists in passing on their individual credit shipments and guarantees the solvency of approved foreign buyers. Irresponsible importers abroad who prey upon foreign manufacturers by having them ship merchandise only to be rejected or form the basis

for unwarranted trade disputes, are especially earmarked and members warned against them.

Worthy buyers of American merchandise in all countries of the world eagerly respond to the invitation to keep on file with the association full information regarding their financial standing, references, etc., so that their credit standing in the important American market is automatically maintained without cost to them. Through representatives and correspondents maintained at all important trade centers throughout the world, the Exchange is kept advised by cable and mail of important changes constantly occurring in the financial and credit standing of buyers of American products. To assist them in the routing of their foreign traveling representatives, to supplement the efforts of their local agents, and to aid in their general export sales propaganda and circularizing work, association members receive annually a copy of the Market Guide for Latin America, a unique publication, which contains the names, addresses, lines of business and credit insurance ratings of more than 55,000 buyers of American merchandise in all the important markets of South and Central America.

Members desiring to open up new markets are put in touch with reliable, investigated sales agents able and willing to handle their products usually on a commission basis. One tire manufacturer belonging to the association was last year introduced in this way to an important agent and distributor from Buenos Aires, who took over the line and, in spite of unusual difficulties existing in the Argentine market at this time, has already developed a distinctly worthwhile volume of sales. The association is conducted on a co-operative non-profit basis and is managed for the members by a corporate body known as American Foreign Credit Underwriters, Inc. of Chicago and New York.

Today, perhaps more than ever before, credit is an essential requirement in meeting the competition of European manufacturers in the tire export field. The tendency is towards more liberal terms in order to encourage a larger volume of sales. Without the safeguards provided by the Exchange, the American manufacturer who cannot afford to maintain his own local branch organizations in the foreign markets to which he sells, may lose through bad debts far more than his total profits on his entire overseas sales.

### $2,750,000 Paid in Losses

Already, in its ten years of operation the Exchange has paid out to its members almost two and three quarter millions of dollars representing losses on thousands of individual accounts which appeared to be good at the time the credits were extended. The amount of savings to members through its credit and protective service, of course, reaches many times that sum. As the Exchange accumulates, from year to year, a more detailed and comprehensive record of the financial stability, credit worthiness and debt paying habits of the foreign customers and its members, it is able to steadily reduce the credit loss hazard and ratio for those members. Through moral suasion, through its direct representatives and correspondents, and its international legal auxiliary, the Exchange is able to minimize the credit loss factor where foreign accounts become delinquent or get into serious difficulty. Very often, through its centralized ledger record system, shipments enroute to a failing buyer are diverted and resold, with negligible loss, which otherwise would become common assets of the bankrupt estate, to be distributed through a receiver.

Many incidents could be cited to illustrate the savings which have been effected by American manufacturers, including many in the tire and rubber industry, who belong to the association, through the effective service which the Exchange has been rendering to American export trade over the past ten years. Of equal importance is the definite constructive help which the association is daily rendering to its one thousand members—scattered throughout the United States, and in all lines of industry—in building up their foreign sales contacts, putting them in touch with the most desirable agents and distributors, and generally seeing that their export trade is conducted along safe, sound and profitable lines.

With the continued development of the tire industry in this country, exports sales will become even more necessary during the next decade and it behooves our manufacturers to meet the keener competition which they will have from other industrial nations by exercising every practical economy and by availing themselves of all media at their command for the elimination of avoidable waste whether in the form of credit losses or otherwise.

# Old and New Models in Rubber Machinery

Someone recently said, "Replacing industry's obsolete equipment with improved machinery and tools now available is the way to win this economic war and to rebuild prosperity." Certainly this is true of the rubber industry, where much old equipment is still in use—despite the availability of modern machinery which is more economical, more efficient and considerably safer than the old equipment.—The Editor, THE RUBBER AGE.

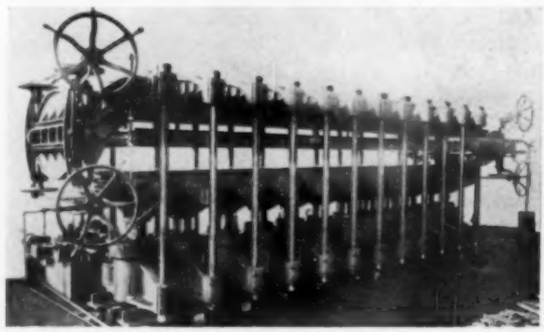


Fig. 1.

A 42" x 20' belt press, built about thirty-five years ago. The hand operated clamps and the light construction are in decided contrast to the modern press illustrated below.

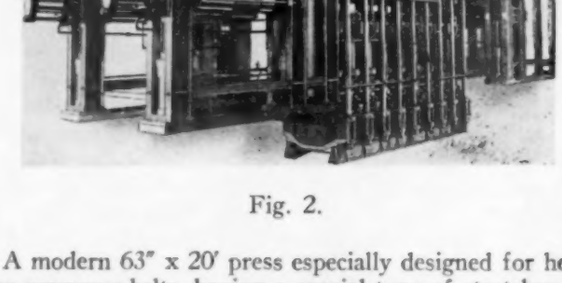


Fig. 2.

A modern 63" x 20' press especially designed for heavy mine conveyor belts, having a special type of stretcher and equalizing mechanism to take up any sag in the belt while being cured.

*(Photos Courtesy Adamson Machine Co., Akron, Ohio)*

## Rubber Paving at Hastings

AN EXPERIMENTAL strip of rubber paving, recently laid on the Promenade at Hastings, England, is shown in the accompanying illustration. The results of this test will determine whether rubber will be used in surfacing a considerable portion of the Promenade, as proposed in a detailed report of the borough engineer and submitted to the Hastings Council. The report expresses the opinion that, although many alternative surfacing materials have been tried, rubber paving, in colors, was superior to any other form, being non-slipping, particularly

**Section of Rubber Paving on the Promenade at Hastings, England**

easy to the feet, practically noiseless, and obtainable in such soft colors as could not be had with other materials. The color scheme selected will incorporate three varieties of blocks with marbled colorings in green, terra-cotta, black and grey.

The experiment is also important in that it will determine the possibility of using rubber capped concrete blocks of less depth than type heretofore used in roadway construction.

## 1930 Natural Gas Consumption

According to a recent release by the United States Bureau of Mines, although the natural gas industry in 1930 fell far short of repeating the expansions of 1929, it established a new high production record of 1,943,421,000,000 cubic feet. This represents an increase over the previous year of 1.3 per cent, which, although considerably below the average annual increase for the past decade, represents a creditable showing in view of the curtailment in the production of crude petroleum. The same report states that the total consumption of natural gas for industrial purposes in 1930 amounted to 1,565,237,000,000 cubic feet, an increase over 1929 of .5 per cent. Of the total, 723,165,000,000 cubic feet, or 46 per cent, was used for field purposes; 266,625,000,000 cubic feet, or 17 per cent, was used in the manufacture of carbon black; 120,290,000,000 cubic feet, or 8 per cent, was burned as fuel by electric public-utility power plants; 98,842,000,000 cubic feet, or 6 per cent, was utilized as fuel at petroleum refineries; 41,256,000,000 cubic feet, or 3 per cent, was burned at Portland cement plants, leaving 315,059,000,000 cubic feet, or 20 per cent, for miscellaneous industrial purposes.

The use of natural gas in the manufacture of carbon black, the second most important class of industrial consumption, increased from 261,107,000,000 cubic feet in 1929, to 266,625,000,000 cubic feet in 1930. This gain, while important, was much less than that recorded in 1929.

## New 15" Gordon Plasticator

THE new 15" Gordon straight line, two stage plasticator, recently introduced by the Farrel-Birmingham Company, Inc., has been designed for the smaller factories which have not the capacity to absorb the output of the 20" machine, as well as for the larger plants who do not wish to concentrate too large a volume of production in a single unit. It is claimed by the manufacturers that on plasticating smoked sheet on the new 15" machine it will give a capacity on one pass through the machine of 3,500 pounds per hour, 1,800 pounds per hour on two passes or 1,300 pounds per hour on three passes. The number of passes through the plasticator is said to be in general equivalent to an equal number of breakdowns on a mill.

The operation of the plasticator is automatic, except for feeding and handling of the stock. For the 15" plasticator crude rubber is delivered in twelfth-bale pieces (about 17 lbs.) by truck or conveyor and, after passing through the machine, is discharged in a continuous tube about 5" in diameter, which is slit and cut into lengths.

Without any auxiliary conveying equipment one man is required to feed the machine and one man to handle the discharged stock. One man can attend the feed hoppers of two machines. The installation of conveying equipment or a Farrel-Birmingham soapstoning, cutting-off and conveying device eliminates the man at the delivery end

and enables one man to handle the plasitcator alone.

The 15" straight line, two stage plasticator has its two stages in line and within a single cylinder. The rotor is carried on two heavily built roller bearings and the thrust bearing is also of the anti-friction type and is self aligning. All bearings are enclosed in housings.

The drive gears in the latest models are cut double helical and are enclosed in suitable guards to provide continuous lubrication. The reduction unit is the fully enclosed type with cut double helical gearing running in oil bath and with flood lubricated bearings.

## Rubber Latex

THIS material, both vulcanized and crude, is daily being put to new commercial use. An important property is its ability to stay in smooth liquid form under varying conditions of age and handling. A simple test for this characteristic, is to place a small quantity in the palm of the hand, and rub it vigorously with the fingers of the other hand. The time required for it to "ball" is an indication of its stability. (R. R. Olin Laboratories, Akron, Ohio.)

**Extra copies of the Index to Volume 29 of THE RUBBER AGE may be secured upon request. It was printed as Section II of the issue of October 10, 1931.**

# EDITORIAL COMMENT

## *An Irreparable Loss*

WITH the passing of Thomas Alva Edison the world has not only lost a great international character but industry in particular has lost its greatest inventive genius of modern times. The number of his inventions, each contributing a practical benefit to mankind, is legion. It is not possible to even roughly gauge the scope of his benefactions to mankind, through the countless applications of his many inventions. Suffice it to say that in the perfection of the electric light he has made the world glow brighter and happier, in the invention of the phonograph he has brought immortality to the voices of our great and in the development of the motion picture camera he has made them actually visible to us and for preservation down through the ages. These alone secure him to the immortality of true fame and the reverence of all the peoples of the world.

During his remarkable career his inventive genius touched the rubber industry at many points of contact, both directly and indirectly. In his inventions of the incandescent light and of various systems of distribution, regulation and measurement of electric current he became in no small measure directly responsible for the tremendous use of insulated wiring. The same thing is true in the case of his many improvements in telegraph communication, where insulated wiring was so essential. His inventions of various types of sockets, switches and electrical fixtures indirectly called for greater use of various hard rubber products.

For the past several years he has worked directly with rubber, this time from a botanical angle, in attempting to develop a plant indigenous to the soil of America, which would have a content of rubber sufficient to safeguard the nation from a scarcity of raw supplies, in any future time of dire national emergency. The story of how energetically he pursued this quest has been told many times. In the end, and this was practically his last great achievement, he succeeded and was able to announce that he had determined upon a species of goldenrod, with a rubber content of 8 per cent, an amount in excess of his own optimistic expectations.

Thus the rubber industry can also take him to its bosom in deep reverence and in the knowledge that in his contribution to its position in the industrial structure of the nation, his irreparable loss is a great one.

## *American Support of Native Rubber?*

THE very interesting and rather amusing accusation that the rubber manufacturing industry of the United States has been responsible in a measure for the tremendous increase in native rubber production in the Middle East, is contained in a recent report published by the International Association for Rubber and Other Cultivations in the Netherlands Indies. The report itself is the result of a fifteen-day trip through Malaya and Sumatra by a Dr. R. Riepl, and carries the imposing title of "The Situation of the Native Rubber Cultivation in Sumatra and Malaya."

There have been various explanations advanced from time to time as to the reasons for the large scale plantings of the natives over the last ten years, but no one thus far has attempted to place the onus on the American manufacturing industry. Dr. Riepl's remarks in this connection are interesting but not any too convincing. In trying to seek some correlation between the market price and the rate of production by the native, he speaks of several "variable factors" which make his calculations difficult. One of these "variable factors," he claims, has been "the vigorous support on the part of the re-milling factories . . . besides that of the American rubber industry, which in the highest degree protects the native rubber production." No further comment in elucidation of this cryptic remark is given until the end of the report, where in summarizing his findings he says: "The buying policy of the American rubber industry, which regards the native rubber as a very important counter-balance to the estate rubber, serves thereby as support (for continued high native output). Thus it is possible that all native rubber is readily taken up by the market in America, while large quantities of estate rubber find no purchasers."

So the secret is out and the American rubber industry, all this time, has been playing the cheaper native grades against high grade estate rubber, in order to get better prices. In the face of the terrific losses which the American industry took in inventory write-offs as a result of the collapse of the rubber market, it would hardly seem logical for the American industry to have been such a party to the debacle. However, this Dutch point of view is an amazing slant in the light of the situation in which the Netherlands government finds itself with respect to its own Dutch estate planters.

The RUBBER AGE

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*General Manager*.....PETER P. PINTO
*Managing Editor*.....J. P. BUSHNELL
*Assistant Editor*..... T. H. DAVISON
*Circulation Manager*.....A. M. SMITH

*Representatives in all the rubber centers of the United States, Canada, England, France, Germany and the Middle East.*

# The Rubber Industry's CURRENT NEWS

Financial—Personals—New Rubber Products—
Building Operations—Manufacturing—Exports

## DU PONT WILL HANDLE R. & H. ACCELERATORS

Effective October 5, the Dyestuffs Department of E. I. du Pont de Nemours & Company, Wilmington, Del., took over the sale of six rubber vulcanization accelerators formerly sold by the Roessler & Hasslacher Chemical Company, 350 Fifth Avenue New York City. These are Ambrex, ethylidine aniline, R & H 40, R & H 50, R & H 397 and T. M. T. T.

The Roessler & Hasslacher Chemical Company, which is a subsidiary of E. I. du Pont de Nemours & Company, will continue the sale of diphenylguanidine, hexamethylenetetramine and aldehyde ammonia. The rubber service laboratory of the Roessler & Hasslacher Chemical Company has been consolidated with the Du Pont Rubber Laboratory, and the combined service facilities of these two organizations are offered to all users of Du Pont and R & H chemicals.

Carl S. Williams, formerly in charge of the R & H rubber laboratory, has become a member of the Du Pont rubber technical staff with headquarters at the Du Pont laboratory. Harry A. Hoffman, also formerly of the Roessler & Hasslacher Chemical Company, has been appointed sales and technical representative for the Du Pont company in the Ohio territory.

## PIONEER RUBBER COMPANY BUSY AT BOTH FACTORIES

Business for the Pioneer Rubber Company is starting off exceedingly well for the fall season, with full forces working at the factories at Willard, O., and Attica, O. The Attica plant, which had been closed down for several weeks, began operations again on September 21 with a full force and the dipping room is running on a 24-hour basis.

The Willard plant has not been closed down, as was reported in local Ohio newspapers, but, on the contrary, has been operating fully day and night all the year. The company has been taking back employes at Willard, and directions were given last month to call back all of the old forces at Attica.

New equipment installed last year has enabled the plants to turn out a superior product, and this fact, together with a strenuous sales campaign, is given by company officials as the main cause of the increase in recent orders. The recent expenditures for automatic equipment have already been justified, it is declared, with a 40 per cent increase in production made possible.

## R. M. A. Directors Meet

Members of the Board of directors of the Rubber Manufacturers Association held a meeting at Akron, O., on October 14. Such business as was transacted was only routine, according to a statement by A. L. Viles, general manager.

## Business Men Visit Akron

Following the Fourth Pan American Commercial Conference at Washington, D. C., 45 delegates from 16 countries have been making a tour of inspection of some industries in the eastern United States. They visited Akron on October 21 to visit the tire factories and the dirigible hangar of the Goodyear-Zeppelin Corporation.

## Rubber Tacks in Advertising

The Clinton Carpet Company, Chicago, Ill., enclosed a rubber tack with a form letter sent out this month as part of its direct mail advertising campaign for Ozite carpet backing. "Substitutes are as much like Ozite carpet lining as these rubber tacks are like the real thing," was the point made in the sales letter.

## Martin Johnsons Inspect Blimp

Mr. and Mrs. Martin Johnson, African explorers, visited Akron from October 10 to 12 and rode in one of the airships of the Goodyear Tire & Rubber Company fleet. They conferred with Goodyear officials on the possibilities of purchasing such a blimp for use in exploring and photographing parts of Africa into which an automobile can not penetrate.

## PREMIER IS COMPLETING NEW FACTORY ADDITION

The new one-story brick addition to the factory of the Premier Rubber Manufacturing Company, Dayton, O., is now nearing completion and will be ready for occupancy early next month. The new building will contain approximately 7,500 square feet of floor space and will be utilized for offices and laboratory, the space occupied by these departments in the present plant being needed for factory expansion. It will cost $15,000.

J. L. Fitzgerald is in charge of the company's laboratory. Officers of the company are Joseph Westendorf, president; Harry Gerstner, vice-president; John Westendorf, treasurer and general manager; Louis Jacobs, purchasing agent; and B. Sharp, superintendent.

## RUBBER DIVISION PLANS DETROIT SPRING MEETING

The newly elected executive committee of the Rubber Division of the American Chemical Society made the spring meeting of the Division at Detroit, Mich., the chief subject for discussion at its session last month at Buffalo. Sidney M. Cadwell, director of the products development division of the tire department of the United States Rubber Company, was appointed chairman of the entertainment committee for the Detroit sessions.

The executive committee also created a permanent program committee to look ahead and arrange special programs in the form of symposiums, thus giving time for adequate preparation. This committee will be self-perpetuating and consists of the chairman, who will be the vice-chairman of the Division, the past-chairman and the secretary-treasurer.

## SUPREME COURT REJECTS TIRE COMPANIES' CLAIMS

The United States Supreme Court has refused to review a claim for $17,905 against stockholders of United Tire Stores, Inc., being pressed by the Hamilton Rubber Manufacturing Company, Trenton, N. J., the Birmingham Tire & Rubber Company, Birmingham, Ala., and the Cupples Company, St. Louis, Mo. Previously the Circuit Court of Appeals had refused to enforce judgments against three stockholders of the United Tire Stores, Inc., involved in the action. They are Maco Stewart, Sr., Galveston, Tex., and Maco Stewart Jr., and Elmo C. Tenison, of Dallas, Tex.

On the ground that they had withdrawn from the United Tire Stores before the transactions involved in the judgments occurred, the Stewarts denied liability. Tenison said he paid for stock in merchandise and accounts.

## No Bids for Rainbow Plant

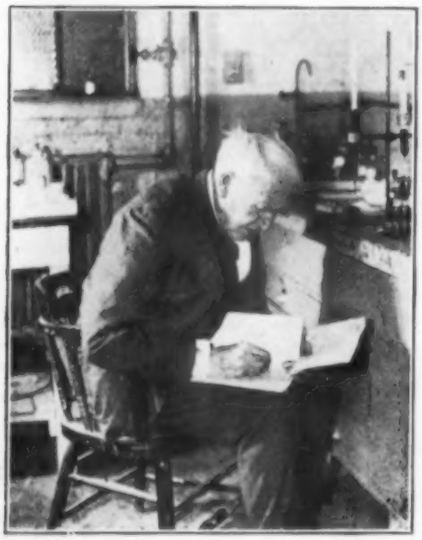
The plant of the Rainbow Tire & Rubber Company, Delaware, O., was offered at a sheriff's sale on October 3, but no bids were received for the property. The building and equipment could not be sold for less than two-thirds of their appraised value, which is $30,000. Frank P. Milner, of Columbus, O., holding a mortgage against the company, brought the suit that resulted in the sale being ordered.

**Need experienced help? See page 84.**

### *Thomas Alva Edison*

Thomas Alva Edison, world famous inventor whose last years were devoted to finding a domestic rubber-bearing plant suitable for wartime or other emergency, died at his home at Llewellyn Park, N. J., in the early morning of October 18 in his 85th year. Private funeral services were held at his home, and burial was made at East Orange, N. J., on October 21 with many leaders of world affairs present.

Mr. Edison's contribution to the rubber industry was not limited by his botanical researches since 1926, for many of his most famous inventions touched upon rubber manufacturing in certain of its phases. The development of the incandescent lamp, for example, gave a tremendous impetus to the manufacture of rubber-insulated wire, and his inventions relating to the telegraph, the



storage battery and other products also brought about the use of more rubber. During the World War, he assisted in the development of domestic production of aniline for rubber manufacturing, carbolic acid, benzol and other chemicals.

For nearly 20 years, Mr. Edison was a frequent companion of Henry Ford and Harvey S. Firestone, president of the Firestone Tire & Rubber Company. The three first became associated in 1915, when they visited Luther Burbank at Santa Rosa, Cal. Mr. Firestone described this meeting in a lengthy statement issued upon the death of the inventor.

"I think it was the miracles he saw Mr. Burbank performing with growing things on that visit which inspired him to attempt the development of a native American plant which would produce rubber when grown in the soil of this country," said Mr. Firestone. "He had always been interested in the countless uses to which rubber could be put, and this opportunity to see the world's foremost botanical expert at work in a great research laboratory seemed to give fresh impetus to his wish to make it possible for America to grow rubber in her own soil, particularly that our supply might not be interrupted in case of national emergency."

Mr. Edison married Miss Mina Miller, daughter of Mr. and Mrs. Lewis Miller, of Akron, O., in 1886.

## New Jersey Manufacturers Meet

The Rubber Manufacturers Association of New Jersey held its first fall meeting and dinner at the Trenton Club, Trenton, N. J., early this month. A number of the members gave short talks as part of the program of the evening.

## Du Pont on 5-Day Week

The salaried employes of E. I. du Pont de Nemours & Company will go on a five-day week beginning November 1 with a 10 per cent cut in wages. About 8,680 employes, including 1,900 in Wilmington, Del., will be affected.

## Goodyear Appeals Overman Suit

Hearing of the appeal of the Goodyear Tire & Rubber Company in its litigation with the Overman Cushion Tire Company has been scheduled for the November session of the United States district court at Cincinnati, O. United States District Judge S. H. West, sitting at Cleveland, O., had previously denied the Goodyear application. The litigation was begun by the Overman company, which filed suit for $500,000 damages for alleged infringement of patents granted to Cyrus Overman.

## C. C. SLUSSER RECEIVES 20-YEAR SERVICE PIN

C. C. Slusser, vice-president and factory manager of the Goodyear Tire & Rubber Company, was presented with a twenty-year service pin by P. W. Litchfield, Goodyear president, at the company's main offices at Akron, on October 9.

Twenty years ago, Mr. Slusser started working for the Goodyear company as a stenographer in the credit department. Later, William Stephens, plant superintendent, persuaded Mr. Slusser to become his secretary, and from that time on Mr. Slusser's well deserved rise to prominence as a leading executive in the rubber industry has been marked by a series of outstanding accomplishments.

Mr. Slusser organized the Goodyear Flying Squadron, which training course has developed many of the company's outstanding men. He was manager of efficiency, taking over labor and personnel departments and the airship base at Wingfoot lake. In 1920, when the company started the Los Angeles plant, Mr. Slusser was selected as superintendent, returning to Akron in 1922 as factory staff manager. When Mr. Litchfield became president of Goodyear in 1926, Mr. Slusser succeeded him as vice-president and factory manager.

The new Goodyear plants at Gadsden, England, Australia, Buenos Aires, and Rockmart were built under his direction, and are operated by men who trained under him during the last twenty years.

### *Albert Jefferson Sayers*

Albert Jefferson Sayers, engineer of the Link-Belt Company, died at his home in Chicago, Ill., on the morning of October 11. He was 61 years old and had been affiliated with the Link-Belt Company for 32 years.

## GOODRICH SALES FORCES HOLD FALL CONFERENCES

Fall sales conferences of the B. F. Goodrich Rubber Company organizations are being held this month in Akron, Atlanta, New York City, Chicago and Los Angeles, it is announced by Vice-President S. B. Robertson.

A group of sales and advertising officials headed by Mr. Robertson and C. B. O'Connor, general tire sales manager, left Akron October 13 for Atlanta where the first of the series of conferences was to be held.

Goodrich staff personnel to make the trip in addition to Mr. Robertson and O'Connor include W. C. Behoteguy, merchandise manager W. C. Bray, manager of bus and truck tire sales; E. R. Bell, accessory sales manager; J. P. Woodlock, manager of Goodrich Silvertown, Inc., retail division of Goodrich, and P. J. Kelly, advertising manager.

More than 600 Goodrich sales representatives are attending the divisional conferences.

## Columbian Carbon Cuts Dividend

The Columbian Carbon Company, prominent producers of carbon black, has declared a quarterly dividend of $1 a share on its capital stock, placing it on a $4 annual basis as against $5 previously. The dividend is payable November 2 to stock of record October 16. For 1931 the company will have paid $5 a share in dividends. For 1930 total dividends were $6, represented by quarterly payments of $1.25 regular and 25 cents extra, the extra dividend having been omitted in April this year.

## Rubber Company Stocks Rally

Rubber company stock issues rallied with the rest of the market following the announcement of President Hoover's plans to stabilize domestic banking. Goodyear common, which closed at 16¾ on October 5, had risen to 24¼ by October 19 and other issues showed similar gains. Firestone, an exception among the leaders, closed fractionally lower.

Closing prices of the stock issues of the principal companies in the industry on October 19, compared with the close on October 5 and with the high and low thus far reached in 1931, are shown in the following table:

| | Last Price | | —1931— | |
|---|---|---|---|---|
| | Oct. 19 | Oct. 5 | High | Low |
| Aetna | — | — | 5 | 2 |
| Ajax | — | — | ½ | ¼ |
| American Hard Rubber | — | — | 35¼ | 30 |
| Dayton "A" | — | — | — | — |
| Faultless | 29 | — | 37 | 29 |
| Firestone | 14⅜ | 15 | 21½ | 13 |
| do. 6% pfd. | — | 51⅞ | 66⅛ | 50¼ |
| Fisk | ¼ | — | ⅞ | ¼ |
| do. 1st pfd. | — | — | 3 | 1 |
| General | — | — | 140 | 60 |
| do. pfd. | — | — | 87½ | 75 |
| Goodrich | 6¾ | 5 | 20⅞ | 5 |
| do. pfd. | — | 19¾ | 68 | 16 |
| Goodyear | 24¼ | 16¾ | 52¾ | 16 |
| do. 1st pfd. | — | 58 | 91 | 58 |
| India | 8¼ | 7 | 13½ | 7 |
| Intercontinental | — | 1 | 4½ | ¼ |
| Kelly-Springfield | 1⅛ | 1 | 3½ | ¾ |
| do. 6% pfd. | — | — | 45 | 35 |
| Lee | 2 | 2⅜ | 4¾ | 2 |
| Mohawk | — | — | 8 | 2¾ |
| do. pfd. | — | — | 35 | 25 |
| Norwalk | — | — | 1½ | ½ |
| Pirelli | 29 | 27½ | 39¾ | 26½ |
| Raybestos-Manhattan | 12½ | 9¾ | 29½ | 9½ |
| Seiberling | — | 4½ | 10¾ | 4½ |
| do. pfd. | — | — | 50 | 32 |
| U. S. Rubber | 7¼ | 5⅝ | 20⅝ | 5⅛ |
| do. pfd. | — | 10½ | 36⅛ | 10 |

# Rubber News Around the World

## DEALERS' RUBBER STOCKS DECLINED IN SEPTEMBER

Dealers' stocks of rubber experienced another but a more decided reduction in the Far East during September, a cable to The Rubber Exchange of New York, Inc., reported. Such holdings totaled 38,411 tons at the end of the month, as compared with 42,393 tons at the close of August, and with 36,618 long tons at the close of September, 1930.

The total was made up of 24,484 tons of ribbed smoked sheets, 11,383 tons of crepe, 1,831 tons of unsmoked sheets and 1,670 tons of scrap and lump rubber. Harbor Board stocks, however, increased last month, those at Singapore and Penang amounting to 7,657 tons, against 5,617 tons at the close of August.

## DUNLOP OF CANADA HAS FALL SALES CONVENTION

Sales organizations of the Quebec and Ottawa Districts of the Dunlop Tire & Rubber Goods Company held their annual fall sales convention this month at the Windsor Hotel. R. G. Reid of A. McKim, Ltd., advertising agency, addressed the salesmen at a luncheon.

Features of the general sales discussions were addresses by P. R. Hanson, division manager for the Province of Quebec; P. E. Temple, sales manager for the Quebec tire division; E. E. Williams, manager of the Ottawa branch, and E. C. Martin, general sales manager of the Dunlop organization, Toronto. Mr. Martin was accompanied by E. G. Skirrow, advertising manager, also of Toronto.

This was the second of the divisional sales conventions outlining plans and efforts for next year, the first of which was held in Toronto two weeks previous.

In the course of a few remarks, the general sales manager stated that, despite depression and hard times, Dunlop tires had sold remarkably well. He commented particularly upon the sale of golf balls, during the summer, which, he claimed, had been a record one.

Let me take care of your
CHEMICAL WORK
and
MANUFACTURING
PROBLEMS
on a monthly fee basis.

FREDERICK J. MAYWALD
*Rubber Chemist*
305 Hoboken Road
Carlstadt New Jersey

## Rubber Institution Programs

The Manchester Section of the Institution of the Rubber Industry will meet at the Engineers' Club, Manchester, on November 2 to hear a paper on "Rubber Roadways" by L. Gaisman, F. I. R. I., developer of the Gaisman rubber paving block. Dr. S. S. Pickles will read a paper before the West of England Section at the George Hotel, Trowbridge, on November 4. Members of the Midland Section will hear a paper on "Costing in the Rubber Industry" by G. C. Stone at the Grand Hotel, Birmingham, on November 5.

The Palais de l'Outillage, 13 Rue Joseph Junck, Luxemburg, wishes to represent American suppliers of equipment and machinery for the rubber industry in the Grand Duchy of Luxemburg.

## RUBBER EXPORTS TO U. S. LARGER IN SEPTEMBER

Rubber shipments to the United States in September by Malaya amounted to 29,476 tons out of the total 44,336 tons exported, according to a cable to the Rubber Exchange of New York, Inc. During August, Malaya shipped 27,634 tons to the United States out of the gross 42,832 tons sent out that month, while in September, 1930, the figures were, 27,344 tons and 49,229 tons.

Smaller shipments were reported during September to the United Kingdom and the Continent, while Japan, which has been increasing its takings of the commodity this year, was shipped 3,791 tons, against 3,541 tons in August and 3,470 tons in September, 1930.

## CANADIAN DUNLOP OMITS DIVIDEND ON PREFERRED

According to a letter going forward to shareholders of the Dunlop Tire and Rubber Goods Company, Ltd., the directors have decided to take no action on the preferred dividend for the current quarter. The dividend has been paid regularly during the two years of depression, and while the cash position of the company continues favorable, the directors believe it unwise to continue paying unearned dividends into the third year of depression. Dividends were not fully earned during the second year.

The company's position at July 31, 1931, shows total assets of $7,311,937 more than half of which is taken up by real estate, plant, machinery and equipment valued at $3,712,273. Cash on hand and in the bank stands at $94,368, while Province of Ontario and Dominion of Canada bonds are placed at $1,158,079.

Liabilities take in capital stock, common and preferred, valued at $5,562,500, accounts payable of $134,689, and reserve for depreciation of buildings, plant, machinery and equipment valued at $1,541,081. Profits and loss is shown at $73,665.

## British Rubber Imports Drop

Imports of crude rubber into Great Britain last month were cut down sharply, and her exports were less than half the amount exported during August. Imports in September were 7,139 tons against 8,455 tons in August and 18,864 tons during September, 1930. The September exports were 1,671 tons, compared with 3,424 tons in August and 2,849 tons during September, 1930.

## *Aid to Unemployed Offered by THE RUBBER AGE*

**THE RUBBER AGE will publish, *without any cost*, classified advertisements from any reader to be inserted in the "Positions Wanted" column. It is not necessary to be a subscriber to this paper nor are there any other conditions to this offer. If you are unemployed and have had experience in the rubber industry in any capacity—chemist, engineer, production, sales, office, executive—just send us your advertisement and it will be inserted free in two successive issues. A box number will be assigned to you and any replies received will be forwarded immediately by first class mail. In order to conserve space try and limit your copy to 40 words.**

***If you have a position* but know of others who are unemployed, please advise them of this opportunity.**

**Take advantage of this offer now. — Send your copy today. — Address:**

CLASSIFIED DEPARTMENT
THE RUBBER AGE, 250 West 57th Street, N. Y. City

# Names in the News

SIDNEY M. CADWELL, director of the products development division of the tire department of the United States Rubber Company, and WILLIAM G. NELSON, also of the United States Rubber Company, were the speakers at the "All Detroit" meeting of the Detroit Section of the American Chemical Society, held at the Fort Shelby Hotel in that city on September 23. Mr. Nelson discussed the pioneer activities of CHARLES GOODYEAR, and Mr. Cadwell devoted his talk to the development of antioxidants.

T. B. FARRINGTON, newly appointed vice-president and general manager of the Pacific Goodrich Rubber Company, left with his family for Los Angeles on October 15 to take up his new duties. He was tendered a farewell dinner by his Akron associates at the Twin Lake Country Club, Kent, O., on October 14, T. G. GRAHAM, vice-president of the B. F. Goodrich Company, acting as toastmaster.

FRANK KOVACS, manager of the sales and new development departments of the Thiokol Corporation, Yardville, N. J., has been promoted to the position of vice-president and development manager. Mr. Kovacs, formerly production manager of the Seiberling Rubber Company, Barberton, O., joined the Thiokol Corporation on December 15, 1930. The company is manufacturing in crude sheet form a material with the characteristics of rubber.

LIEUTENANT COMMANDER CHARLES ROSENDAHL, captain of the U. S. S. Akron, addressed the members of the Cleveland Engineering Society at Cleveland, O., on October 13. He was introduced by W C. YOUNG, manager of aeronautical sales for the Goodyear Tire & Rubber Company.

L. G. HEGNER, merchandise manager of the sundries department of the Miller Rubber Products Company, spoke on "Retail Selling" at a general assembly of the Retail Selling Institute sponsored by the Akron Merchants Association on October 12.

ARTHUR W. CARPENTER, director of the testing laboratories of the B. F. Goodrich Company, attended a session of the executive committee of the American Society for Testing Materials at Philadelphia, Pa., on October 12.

M. A. CLARK, manager of industrial relations of the tire department of the United States Rubber Company, Detroit, Mich., was the author of an article on his company's safety program in the September issue of the *National Safety News*.

MORRIS MASKREY has been named product manager of sole and heel sales of the B. F. Goodrich Company. Mr. Maskrey was for 16 years associated with the Miller Rubber Company, starting in the scheduling division in 1915 and later assuming the managership of that department. In 1927 he was made manager of the centralized scheduling division for the entire Miller plant and recently has been in charge of Miller mechanical sales for the eastern division and all sole and heel sales.

C. S. WATSON, of the Goodyear Tire & Rubber Company of Canada, Ltd., was elected vice-president of the Direct Mail Advertising Association at the 14th annual convention, which closed at Buffalo, N. Y., on October 9.

HARRY M. BAKER, special representative of the retail division of the B. F. Goodrich Company, has been appointed district manager in Seattle, Wash. Mr. Baker joined Goodrich in 1914. He served as credit manager in the Boston branch, also in San Francisco, and in 1921 was made branch manager in Minneapolis. Later in the same year he was made district manager in the same territory. In 1923 he became zone manager on the west coast for Brunswick tires, a subsidiary division, and in 1926 was appointed manager of the sales personnel department in Akron.

OLIVER C. MOLES, manager of the American Rubber Export Company, is conducting a special course in foreign trade at Akron University under the auspices of the Akron Chamber of Commerce.

COMMANDER ATTILIO GATTI, Italian explorer and authority on the interior of Africa, was a visitor to the Akron factories of the B. F. Goodrich Company recently. He is about to start a new expedition into the Belgian Congo, and the purpose of his visit was to select tires and other rubber products for his enterprise.

HARRY H. HUSTED, has been elected president of the H. H. Husted Company, a subsidiary of the American Hard Rubber Company.

A. B. DOWN, district sales manager for the B. F. Goodrich Company in Chicago, and ARTHUR BARLOW, Goodrich representative in that territory, accompanied R. T. LUNEY, secretary of the Johnson Oil Company, Freeport, Ill., and five salesmen on a visit to the Goodrich factories at Akron on October 8.

## Goodyear Sales Executives Are Promoted

M. K. MOORE

O. G. STINCHCOMB

L. S. FRARY

M. K. MOORE, manager of the accessories and repair materials department of the Goodyear Tire & Rubber Company at Akron has been appointed manager of tube sales for the company.

O. G. Stinchcomb, former manager of the coast division accessories and repair materials department, has been transferred to Akron to succeed Mr. Moore.

L. S. Frary, staff man in the Akron accessories and repair materials department, has been appointed manager of the coast accessories division to succeed Mr. Stinchcomb.

Mr. Moore has been with Goodyear since 1918, serving as assistant manager of merchandise distribution department and staff man in the automobile tire department. He was educated at Ohio State University and Ashland College and worked one year with the Faultless Rubber Company before joining Goodyear.

Mr. Stinchcomb has been with the company since 1920, as instructor in Goodyear Industrial University, as accessories and repair materials salesman, tire salesman, manager of the Goodyear Tire Repair School and manager coast accessories sales.

Mr. Frary has been a tire salesman at the Minneapolis branch of the company, and for the past two years has been a staff man in the Akron accessories division.

OSWALD BEHREND, formerly with the Rubber Service Laboratories Company and Kavalco Products, Inc., is now connected with Chas. Pfizer & Company, Brooklyn, N. Y.

R. C. DOUGLAS, manager of store development for Goodrich Silvertown, Inc., retail division of the B. F. Goodrich Company, has been appointed merchandise manager of the retail subsidiary, succeeding J. A. HOBAN, who was recently made manager of Goodrich pneumatic tire sales. Mr. Douglas joined Goodrich in 1926, following his graduation from Ohio State University and the Harvard School of Business Administration. He was in the credit department two years and in 1929 was made assistant store development manager of Goodrich Silvertown, Inc. Ten months ago he was made manager of the department.

FRED CROSS, personnel manager of the Pharis Tire & Rubber Company, Newark, O., was the guest speaker at the meeting of the Lions Club of Utica, O., on the evening of October 5.

P. J. KELLY, advertising manager of the B. F. Goodrich Company, was toastmaster at a farewell dinner held October 2 for C. S. CRUTHERS, who resigned his position recently after 16 years to join the Ingram-Richardson Sign Company. Others speakers included E. T. MORRIS, L. S. COLLEY and NORMAN KEELING, of the Goodrich advertising department, and William Sewall, advertising manager of the Hood Rubber Company.

HORACE T. COOK, president of the Hamilton Rubber Company, Trenton, N. J., and Mrs. Cook have returned from Fisher's Island, N. Y., where they spent several weeks.

WILLARD C. GULICK, B. F. Goodrich Company represe..tative in the Hawaiian Islands for a number of years, returned to Akron this month to take up duties in the International B. F. Goodrich Corporation, export division of the Goodrich company. N. F. WEBER, who spent four years with the export division in New York and recently in Akron, has left to assume the island position.

MAX H. HURD, formerly president of the George W. Moore Company, has become a vice-president of the Link-Belt Company, Chicago, Ill., as the result of the merger of the Moore company with H. W. Caldwell & Son Company, a Link-Belt subsidiary.

BERT S. TAYLOR, of the B. F. Goodrich Company, was in charge of the program for the meeting of the Akron Section of the American Chemical Society on October 16. H. E. SIMMONS of Akron University, who is also secretary-treasurer of the Rubber Division of the American Chemical Society, presided.

JOHN A. MACMILLAN, president of the Dayton Rubber Manufacturing Company, welcomed a group of 200 members of the Dayton Chapter, National Association of Cost Accountants, to the Dayton tire plant on October 14.

# *New Rubber Goods*

## Pneumatic Lug Tractor Tire

Development of a pneumatic lug rubber tractor tire has just been announced by the Goodyear Tire & Rubber Company, Akron, O. According to the manufacturer, this is an entirely new product and not merely a modified truck tire. It is designed for tractor speeds, tractor weights and stresses, for tractor requirements of surefootedness and drawbar pull under all conditions. Its carcass is especially designed and constructed for the low pressures recommended. and there is an efficient tractive tread design of large rubber lugs placed diagonally across the tractive surface of the tire. Goodyear pneumatic lug tractor tires are already in production in four sizes: 36x6, 38x7, 40x8, and 42x9. Wheels for changeovers of present tractors are available through tractor dealers or through wheel and rim distributors.

## Rubber Flooring for Congress

Rubber flooring has been laid in the chamber of the House of Representatives instead of the new carpets heretofore put down for each new Congress. The new floor covering, which is in blue and buff, will save about $10,000 in the next twelve years, according to an estimate by William Tyler Page, House Clerk.

## MONARCH RUBBER MAKING FABRIC WITH WIRE BASE

A new type of rubber fabric, patented by W. A. Stinson, of Canton, O., is to be manufactured by the Monarch Rubber Company, Hartville, O. The new product consists of a rubber compound with a wire gauze base. The wire base adds to the toughness, durability and flexibility of the product, but the material retains the qualities of the ordinary rubber sheeting.

The new fabric is designed for use in the manufacture of automobile tops, rubber runways, stair pads, hand mats for use in steel mills, chair seats and many other applications. Monarch officials expressed the opinion that the new rubber material is an important advance in the manufacture of such rubber materials and believe it will find a large market.

No new factory equipment will be required to produce the material.

## Moseley Cresta Tire

After more than a year of experimenting, a tire new in tread and quality under the name of the Cresta super reinforced has been added to the line of David Moseley & Sons, Ltd., Chapel Field Works, Ardwick, Manchester, England. The tread is deeply molded and of attractive design so that it should grip the road surface effectively and prevent skidding. The cord is said to be specially designed with extra twist.

## Dayton All-Speed Tire

The Dayton Rubber Manufacturing Company, Dayton, O., has just announced to its dealer organization a secondary line of tires under the name of Dayton All-Speed. The new line is competitive in price with mail

order brands and is offered in 12 popular sizes in four-ply construction. The new casing has a deep non-skid and tread design very similar to the company's Heavy Duty Thorobred. The adhesion and tensile strength are above the average for this type of tire, according to the manufacturer. The Dayton factory is planning a heavy production schedule for the next several months to keep all of its outlets supplied with a representative stock.

## Urges Rubber License Plates

James G. McGehee, automotive engineer of Memphis, Tenn., visited Akron this month for the purpose of interesting manufacturers in producing an automobile license plate of cotton and rubber composition. Adoption of such plates in the United States as a whole would use up 1,750,000 bales of cotton and 18,000,000 pounds of rubber a year, he estimates. Mr. McGehee's idea is to use rubber as adhesive in holding the cotton together on the plates, which would be three-eighths of an inch in thickness. The outer surface would be rubber, upon which the letter and figures would be stamped, and the cost of such a plate would be six cents, he said.

**UNEMPLOYED? Looking for a job? See Page 81.**

# CLASSIFIED ADVERTISING

**Five cents a word, minimum charge $2.00, payable in advance.**
**Address replies to Box Numbers.**
**THE RUBBER AGE**
**250 West 57th St., New York City**

## POSITIONS WANTED

SUPERINTENDENT, thoroughly familiar with rubber insulated wire and cable line. Capable of handling constructive development work in any branch of rubber manufacturing industry where thorough knowledge of rubber compounding and equipment is required. Address Box 605.

WANTED, a position as rubber chemist. Have B.S. degree in chemistry; two years' experience on rubber compounding and curing in one of largest rubber footwear companies. Age 24. Would expect salary of $1,800. Good references. Address Box 606.

RUBBER CHEMIST, 3 years' experience in analytical analysis, rubber compounding, research and development work with leading rubber manufacturer, desires employment in laboratory or plant. 27, married, competent, B.S. Yale, 1928. Address Box 607.

FACTORY EXECUTIVE, tires, tubes and mechanical goods. Specification layout, practical compounder, development and processing, supervisory. Complete background, dependable and adaptable. Age 31. Salary commensurate with present business conditions. Address Box 608.

MECHANICAL ENGINEER and factory executive, 42, twenty years' manufacturing experience: production, development, and organization. Specialized in lowering factory costs. Experience in hard and soft rubber goods, bakelite, pottery, automatic machinery, and electrical equipment. Address Box 609.

PURCHASING AGENT or office manager, several years' experience with two of the largest tire manufacturers, available for immediate connection. Moderate salary acceptable when future is offered; satisfactory references. Address Box 610.

PRODUCTION EXECUTIVE and industrial engineer, technical graduate with 12 years' experience and full knowledge in the manufacture of rubber tile and mat flooring, soles and heels, hard rubber products and automotive mechanicals. Competent for any position requiring executive skill and engineering knowledge. Address Box 611.

AGE 28. Seven years' laboratory and plant experience with one of largest manufacturers of wire and conduit. Rubber compounding, extensive research work, plant control and practical knowledge of wire industry. Best references. Address Box 612.

MECHANICAL ENGINEER, ten years' design, development, and construction of rubber working machinery and equipment. Rubber technologist. Two years' industrial engineering, costs, wage incentives, plant layouts. University technical education. Business and management training. Executive ability. Age 35, married. Any location. Address Box 613.

CHEMICAL ENGINEER, age 28, single. Five years' experience general analytical work; research on rubber chemicals, experimental compounding and testing of all sorts; research, experimental molding and sales service on plastics. Location immaterial. Address Box 614.

PRACTICAL RUBBER EXECUTIVE desires new connection—qualified by 12 years' experience in manufacture of rubberized fabrics including offset blankets and balloon fabrics—sales experience. Address Box 596.

WORKS SUPERINTENDENT, Plant Engineer, or Development Engineer. Experience mechanical goods and hose. Considerable experience in planning, costs, and improved methods in production. Age 43. Will go anywhere. Address Box 597.

CANADIAN ENGINEER, eight years' experience in electrical installation, operation and maintenance of production machinery and services. Two years' mechanical design and maintenance production equipment for large footwear and mechanical factory. Also production planning and layout work. Available at once. Address Box 598.

BEST OF REFERENCES can be furnished covering character, ability and experience of a young married man, employed eight years in the rubber industry. Experienced in Development, Specification, Mold Design and Production. Unemployed. Will accept any position at a living wage. Address Box 599.

YOUNG MAN, 26. Four years' experience in temperature control work, two years' experience in rubber laboratory, seeks connection with rubber company. Address Box 600.

CHEMICAL ENGINEER: Thirteen years as chief chemist and assistant superintendent covering laboratory, compounding and factory supervision, on tires, mechanicals, proofing and sheet gum. Three years on sales and service of compounding materials. Moderate salary where good future is offered. Address Box 601.

CHEMIST, with thirteen years' experience in tire manufacturing, and two years in rubber reclaiming plant wishes to make connections with some company offering good opportunity for responsibility and advancement. Address Box 602.

MAN, 27—Assistant to Executive. Six years production and practical research; 2½ years tires and tubes; 3½ years asbestos products. Knowledge compounding. Excellent record—references. Address Box 603.

## MACHINERY FOR SALE

FACTORY REBUILT Slitting and Roll-Winding Machine. CAMACHINE 8 Model 20 for rubber goods manufacturers. Greatly reduced price. Rebuilt practically as good as new. Provides for inserting new liner into rewound rolls, also for removing old liner if required. Address Box 604, THE RUBBER AGE.

## BUSINESS OPPORTUNITY

MANUFACTURER of a mechanical specialty desires one or two additional items (not an article of rubber) to offer to the rubber industry. Will finance and market any article or device of merit. Replies confidential. Address Box 593, THE RUBBER AGE.

## SURPLUS RAW MATERIALS

WE PURCHASE surplus and discontinued stocks of Chemicals, Pigments, Accelerators, Solvents and Raw Materials, regardless of quality or condition. Send us a complete list of such dead stocks, whereupon we will make you a cash offer.

BARCLAY CHEMICAL COMPANY
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CASH FOR YOUR SURPLUS AND CLOSE OUT.—Rubber Goods, Chemicals, Colors, Pigments, Oils, Waxes, Glues, Accelerators, Metals. Any quanity. Any condition. Also Wastes, By-Products, Residues of all kinds.

CHEMICAL SERVICE CORP.,
36 Park Row, New York, N. Y.

**Consulting Rubber Technologist**

**PRACTICAL**

**Twenty years' experience with the largest and most successful companies in the country**

**Physical and Chemical Testing**
**Special facilities for abrasion and quick age tests**

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**New Processes and Formulas Developed**

**R. R. Olin Laboratories**
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**Telephones: Sherwood 3724; Franklin 8551**

# LATE MARKET PRICES

## RUBBER—COTTONS AND FABRICS—CHEMICALS

**NEW YORK, OCTOBER 19, 1931**

## Crude Rubber

HINTS of the greater likelihood of a British and Dutch agreement on export taxes caused crude rubber to rally nearly a half cent in price during the fortnight in the face of not particularly favorable statistical reports. Cabled reports estimated that Malayan shipments this month might rise to 46,000 tons against 44,336 tons in September and 42,832 tons in August. Those for the first half of October totaled 23,900 tons.

Prices quoted on the New York outside market at the close October 19 follow:

| | | | |
|---|---|---|---|
| ***Plantations—*** | | | |
| Ribbed Smoked Sheets— | | | |
| Spot-Oct. | | .05 @ | .05⅛ |
| Nov.-Dec. | | .05⅛@ | .05¼ |
| Jan.-Mar. | | .05¼@ | .05⅜ |
| First Latex, crepe spot | | — @ | .05½ |
| Amber Crepe, No. 2 | | .04¾@ | .04⅞ |
| Amber Crepe, No. 3 | | — @ | .04¾ |
| Amber Crepe, No. 4 | | .04⅝@ | .04¾ |
| Brown Crepe, Clean thin | | — @ | .04¾ |
| Brown Crepe, rolled | | — @ | .04¼ |
| Liquid Latex, per gal. | | .70 @ | .80 |
| ***Paras—*** | | | |
| Up-river, fine | | — @ | .06 |
| Up-river, coarse | | Nominal | |
| Acre Bolivian, fine | | — @ | .06¼ |
| Caucho Ball, Upper | | .03 @ | — |
| ***Centrals—*** | | | |
| Central scrap | | .04 @ | — |
| Esmeraldas | | .04 @ | — |
| ***Balata—*** | | | |
| Block, Ciudad | | .18 @ | .23 |

### LONDON MARKET

| | | | |
|---|---|---|---|
| Standard Ribbed Smoked Sheets—Buyers | | | |
| Spot-Oct. | | — @ | 2⅞d |
| Nov.-Dec. | | 2⅞@ | 3d |
| Jan.-Mar. | | 3 @ | 3⅛d |

### SINGAPORE MARKET

| | | | |
|---|---|---|---|
| Standard Ribbed Smoked Sheets—Sellers | | | |
| Spot | | — @ | 2¾d |

Daily closing prices and sales on the Rubber Exchange of New York follow:

## Reclaimed Rubber

The domestic consumption of reclaimed rubber dropped down still further during the month of September, similarly to the absorption of crude rubber. The ratio of reclaim used in proportion to the consumption of the crude product continued steady, however. Late prices for the various grades follow:

| | | | |
|---|---|---|---|
| ***High Tensile*** | | | |
| Super-Reclaim Black | lb. | .06 @ | .06¼ |
| High Tensile Red | lb. | .06¼@ | .06½ |
| ***Shoe*** | | | |
| Unwashed | lb. | .05¼@ | .05½ |
| Washed | lb. | .06½@ | .06¾ |
| ***Tube*** | | | |
| No. 1 (Floating) | lb. | .07½@ | .08 |
| No. 2 (Compounded) | lb. | .06 @ | .06½ |
| ***Tires*** | | | |
| Black | lb. | .04¾@ | .05¼ |
| Black, selected tires | lb. | .05 @ | .05¼ |
| Dark Gray | lb. | .06 @ | .06¼ |
| Light Gray | lb. | .06¼@ | .06½ |
| White | lb. | .07½@ | .07⅝ |
| Truck, Heavy Gravity | lb. | .06 @ | .06¼ |
| Truck, Light Gravity | lb. | .06¼@ | .06½ |
| ***Miscellaneous*** | | | |
| Mechanical blends | lb. | .03¾@ | .04¼ |

## Scrap Rubber

Current price quotations for the different grades of scrap rubber showed more firmness in the fortnight, closing as follows:

**(Prices to Consumer)**

| | | | |
|---|---|---|---|
| Auto tire peelings | ton | 19.00 | @21.00 |
| Mixed auto | ton | 8.00 | @ 9.50 |
| Bicycle tires | ton | 5.00 | @ 6.00 |
| Clean solid truck tires | ton | 22.00 | @23.50 |
| Boots and shoes | cwt. | .87½ | @ 1.00 |
| Arctics, untrimmed | cwt. | .40 | @ .50 |
| Inner tubes, No. 1 | lb. | .03¼ | @ .03⅝ |
| Inner tubes, No. 2, compounded | lb. | .01⅞ | @ .02 |
| Inner Tubes, Red | lb. | .01½ | @ .01⅝ |
| Air Brake Hose | ton | 9.00 | @10.00 |
| Rubber Hose | ton | 8.50 | @ 9.00 |

## Cotton

THE plans of President Hoover for improving the domestic banking situation and the subsequent rally in the securities market had their effect in raising the quotations for raw cotton approximately a cent a pound during the last two weeks. The year's crop was officially estimated at 16,248,000 bales, but even this heavy figure failed to cause more than a slight recession in the market.

High, low and closing prices on the New York Cotton Exchange on October 19 were as follows:

| | High | Low Oct. 19 | Close | Close Oct. 5 |
|---|---|---|---|---|
| Oct. | 6.62 | 6.26 | 6.59 | 5.34 |
| Dec. | 6.72 | 6.35 | 6.68 | 5.51 |
| Mar. | 7.03 | 6.65 | 7.00 | — |

## Tire Fabrics

Prices for tire fabrics rallied in sympathy with the rise in quotations for raw cotton during the fortnight. Current prices for the various grades follow:

**(Prices Net at the Mill)**

| | | | |
|---|---|---|---|
| **CORD** | | | |
| Peeler, carded, 23/4/3 | lb. | .25½@ | .26 |
| Peeler. carded, 23/5/3 | lb. | .24½@ | .25 |
| Peeler, carded, 13/3/3 | lb. | .22 @ | .22½ |
| Peeler, carded, 15/3/3 | lb. | .22½@ | .23 |
| Egyptian, carded, 23/5/3 | lb. | .35 @ | .36 |
| Egyptian, combed, 28/5/3 | lb. | .40 @ | .40½ |
| **CHAFERS** | | | |
| Carded, American, 8 oz. | lb. | .23 @ | .23½ |
| Carded, American, 10 oz. | lb. | .23 @ | .23½ |
| Carded, American, 12 oz. | lb. | .22½@ | .23 |
| Carded, American, 14 oz. | lb. | .20½@ | .21 |
| **LENO BREAKER** | | | |
| Carded, American, 8¼ oz. | lb. | .20 @ | .25 |
| Carded, American, 10¼ oz. | lb. | .20 @ | .25 |
| **SQUARE WOVEN** | | | |
| Carded, American, 17¼ oz. 23-11 ply | lb. | .24½@ | .25 |
| Carded, American, 17¼ oz. 10-ply | lb. | .20½@ | .21 |

## Sheetings

Except for fractional weakening in the case of a few sizes, sheetings remained firm in the course of the past fortnight. Late prices follow:

| | | | |
|---|---|---|---|
| 40-inch, 2.50-yard | yd. | — @ | .05¾ |
| 40-inch, 2.85-yard | yd. | .05⅛@ | .05¼ |
| 40-inch, 3.15-yard | yd. | — @ | .06 |
| 40-inch, 3.60-yard | yd. | .05 @ | .05⅛ |
| 40-inch, 3.75-yard | yd. | — @ | .04⅛ |
| 40-inch, 4.25-yard | yd. | .03⅞@ | .04 |

## Ducks

All grades of cotton ducks remained steady in price during the period, but not particularly active. Current quotations are as follows:

| | | | |
|---|---|---|---|
| Belting and Hose | lb. | — @ | .21 |
| Enameling | lb. | .20½@ | .21½ |
| Single filling | lb. | .08½@ | .09 |
| Double filling | lb. | .09½@ | .09¾ |

## *Closing Prices on Rubber Exchange of New York, Inc.*

FROM OCTOBER 6 TO OCTOBER 19, 1931

| | | Spot. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Sales |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **No. 1 Standard Contract of 10 Tons** | | | | | | | | | | | | | | | |
| Oct. | 6 | 4.75 | 4.73 | 4.77 | 4.82 | 4.87 | 4.92 | 4.98 | 5.04 | 5.10 | 5.17 | 5.25 | 5.31 | 5.38 | 21 |
| | 7 | 4.82 | 4.80 | 4.85 | 4.90 | 4.95 | 4.99 | 5.04 | 5.10 | 5.16 | 5.23 | 5.30 | 5.37 | 5.45 | 33 |
| | 8 | 4.92 | 4.90 | 4.95 | 5.00 | 5.05 | 5.10 | 5.15 | 5.20 | 5.26 | 5.32 | 5.39 | 5.47 | 5.55 | 51 |
| | 9 | 4.95 | 4.93 | 4.98 | 5.03 | 5.08 | 5.13 | 5.18 | 5.21 | 5.25 | 5.32 | 5.40 | 5.47 | 5.55 | 44 |
| | 10 | 4.88 | 4.85 | 4.90 | 4.95 | 5.00 | 5.05 | 5.10 | 5.18 | 5.25 | 5.31 | 5.37 | 5.43 | 5.50 | 3 |
| | 13 | 4.88 | 4.85 | 4.90 | 4.95 | 5.00 | 5.04 | 5.09 | 5.17 | 5.25 | 5.31 | 5.37 | 5.45 | 5.54 | 33 |
| | 14 | 4.88 | 4.85 | 4.90 | 4.95 | 5.00 | 5.05 | 5.10 | 5.16 | 5.23 | 5.31 | 5.40 | 5.46 | 5.53 | 29 |
| | 15 | 4.90 | 4.85 | 4.90 | 4.95 | 5.01 | 5.07 | 5.13 | 5.19 | 5.26 | 5.33 | 5.40 | 5.48 | 5.56 | 26 |
| | 16 | 5.00 | 4.95 | 4.98 | 5.00 | 5.07 | 5.14 | 5.20 | 5.29 | 5.38 | 5.44 | 5.50 | 5.57 | 5.65 | 46 |
| | 17 | 5.00 | 4.95 | 4.98 | 5.00 | 5.07 | 5.14 | 5.20 | 5.28 | 5.36 | 5.43 | 5.50 | 5.56 | 5.63 | 78 |
| | 19 | 5.08 | 5.05 | 5.08 | 5.10 | 5.18 | 5.26 | 5.35 | 5.42 | 5.50 | 5.56 | 5.62 | 5.69 | 5.76 | 68 |
| **Old "A" Contract of 2½ Tons*** | | | | | | | | | | | | | | | |
| Oct. | 6 | —— | 4.70 | 4.70 | 4.80 | 4.85 | 4.90 | 4.96 | 5.02 | 5.08 | 5.15 | 5.23 | 5.29 | 5.36 | 1 |
| | 7 | —— | 4.60 | 4.70 | 4.80 | 4.93 | 4.97 | 5.02 | 5.08 | 5.14 | 5.21 | 5.28 | 5.35 | 5.43 | — |
| | 8 | —— | 4.80 | 4.80 | 4.90 | 5.03 | 5.08 | 5.13 | 5.18 | 5.24 | 5.30 | 5.37 | 5.45 | 5.53 | — |
| | 9 | —— | 4.80 | 4.80 | 4.90 | 5.06 | 5.11 | 5.16 | 5.19 | 5.23 | 5.30 | 5.38 | 5.45 | 5.53 | — |
| | 10 | —— | 4.80 | 4.80 | 4.90 | 4.98 | 5.03 | 5.08 | 5.16 | 5.23 | 5.29 | 5.35 | 5.41 | 5.48 | — |
| | 13 | —— | 4.80 | 4.80 | 4.90 | 4.98 | 5.02 | 5.07 | 5.15 | 5.23 | 5.29 | 5.35 | 5.43 | 5.52 | — |
| | 14 | —— | 4.80 | 4.80 | 4.90 | 4.98 | 5.03 | 5.08 | 5.14 | 5.21 | 5.29 | 5.38 | 5.44 | 5.51 | — |
| | 15 | —— | 4.80 | 4.80 | 4.90 | 4.99 | 5.05 | 5.11 | 5.17 | 5.24 | 5.31 | 5.38 | 5.46 | 5.54 | — |
| | 16 | —— | 4.90 | 4.90 | 5.00 | 5.05 | 5.12 | 5.18 | 5.27 | 5.36 | 5.42 | 5.48 | 5.55 | 5.63 | 4 |
| | 17 | —— | 4.90 | 4.90 | 5.00 | 5.05 | 5.12 | 5.18 | 5.26 | 5.34 | 5.41 | 5.48 | 5.54 | 5.61 | — |
| | 19 | —— | 4.90 | 4.90 | 5.00 | 5.16 | 5.24 | 5.33 | 5.40 | 5.48 | 5.54 | 5.60 | 5.67 | 5.74 | 3 |

*Quotations for months after December, 1931, are for New "A" Contract.

# CHEMICALS

SEPTEMBER factory activity, as measured by crude rubber consumption, proved disappointing to suppliers to the industry who had expected some sign of improvement during this latter half of the year. The comparative inactivity is the more surprising in view of the fact that tire and tube stocks have dropped to the lowest point since 1925 and obviously must be approaching a level where efficient distribution may be impaired. Price quotations for rubber chemicals remained firm.

## ACCELERATORS

| | | | |
|---|---|---|---|
| **Organic** | | | |
| A-1 | lb. | .24 @ | .27 |
| A-5-10 | lb. | .33 @ | .36 |
| A-7 | lb. | .55 @ | .59 |
| A-11 | lb. | .62 @ | .66 |
| A-16 | lb. | .57 @ | .61 |
| A-19 | lb. | .58 @ | .62 |
| A-20 | lb. | .64 @ | .68 |
| A-32 | lb. | .80 @ | .95 |
| Aldehyde ammonia, crystals | lb. | .65 @ | .70 |
| Altax | lb. | | |
| Aniline oil, drums, f.o.b. works | lb. | .14½@ | .16 |
| Captax | lb | | |
| Cryiene | lb. | .55 @ | .65 |
| paste | lb. | .45 @ | .55 |
| Di-Ortho-Tolyguanidine | lb. | .42 @ | .44½ |
| Diphenylguanidine | lb. | .30 @ | .32½ |
| Ethylidene aniline | lb. | .45 @ | .47½ |
| Formaldehyde aniline | lb. | .37½@ | .40 |
| Heptene | lb. | .40 @ | — |
| Hexamethylene-tetramine | lb. | .58½@ | .61 |
| Lithex | lb. | .18 @ | .20 |
| Methylenedianiline | lb. | .37½@ | .40 |
| Monex | lb. | 3.25 @ | — |
| Oxynone | lb. | .68 @ | .80 |
| Phenex | lb. | .75 @ | — |
| Pipsol | lb. | 4.30 @ | 4.50 |
| R & H 40 | lb. | .40 @ | .41 |
| R & H 50 | lb. | .40 @ | .41 |
| R & H 397 | lb. | .75 @ | .76 |
| R-2 | lb. | 1.95 @ | 2.15 |
| Safex | lb. | 1.20 @ | 1.25 |
| SPDX | lb. | .75 @ | — |
| Super-Sulphur No. 1 | lb. | | |
| No. 2 | lb. | | |
| Tensilac, No. 39 | lb. | .40 @ | .42½ |
| Tensilac, No. 41 | lb. | .50 @ | .52½ |
| Thermio F | lb. | .50 @ | .55 |
| Thiocarbanilid, drums | lb. | .20 @ | .22 |
| TMTT | lb. | 3.00 @ | 3.25 |
| Trimene | lb. | .75 @ | — |
| base | lb. | 1.20 @ | — |
| Triphenylguanidine | lb. | .55 @ | .60 |
| Tuads | lb. | | |
| Ureka | lb. | .75 @ | 1.00 |
| Vulcanex | lb. | | |
| Vulcone | lb. | | |
| Vulcanol | lb. | | |
| Z-88-P | lb. | .50 @ | .60 |
| Zimate | lb. | | |
| **Inorganic** | | | |
| Lead, sublimed blue | lb. | .08¼@ | — |
| Lead, white | lb. | .08½@ | .08¾ |
| Litharge, domestic | lb. | .07¾@ | — |
| Magnesia, calcined, light | per 100 lb. | 5.35 @ | 5.45 |
| heavy | per 100 lb. | 3.65 @ | 3.75 |

## COLORS

| | | | |
|---|---|---|---|
| **Blacks (See Compounding Materials)** | | | |
| **Blues** | | | |
| Prussian | lb. | .35 @ | .36 |
| Ultramarine | lb. | .06 @ | .32 |
| **Browns** | | | |
| Sienna, Italian | lb. | .05½@ | .12½ |
| Umber, Turkey | lb. | .04½@ | .07 |
| **Greens** | | | |
| Chrome, light | lb. | .30 @ | .32 |
| medium | lb. | .31 @ | .33 |
| dark | lb. | .34 @ | .36 |
| Chromium Oxide, bbl. | lb. | .34½@ | .35½ |
| **Reds** | | | |
| Antimony crimson, 15/17 | lb. | .40 @ | .44 |
| sulfur, free | lb. | .56 @ | .66 |
| golden, 15/17 F.S. | lb. | .20 @ | .25 |
| Indian English | lb. | .08 @ | .11 |
| Domestic (Maroon) | lb. | .11 @ | — |
| Oximony | lb. | .13¼@ | — |
| Red oxide, pure | lb. | .10 @ | .12 |
| Smith's 444 Crimson f.o.b. Springfield | lb. | .08¾@ | .10 |
| Rub-Er-Red, f.o.b.Easton | lb. | .08¾@ | — |
| Venetian red | lb. | .08 @ | .06 |
| Vermillion, quicksilver, English | lb. | 1.75 @ | 1.80 |
| **Whites** | | | |
| Lithopone, Akeolith | lb. | .05 3/5@ | .06 |
| Lithopone, Albalith | lb. | .05¼@ | .05¾ |
| Lithopone, Asolith | lb. | .05¼@ | .05¾ |
| Lithopone, Vanolith | lb. | .05¾@ | — |
| Titanium oxide | lb. | .21 @ | — |
| Titanox B, f.o.b. St. Louis, | lb. | .06½@ | .07 |
| Titanox C, f.o.b. St. Louis, | lb. | .07 @ | .07½ |
| **Zinc Oxide—American Process** | | | |
| American Azo: | | | |
| ZZZ (lead free) | lb. | .06½@ | .07 |
| ZZ (leaded) | lb. | .06⅞@ | .06⅞ |
| Horsehead Brand: | | | |
| Special | lb. | .07 @ | .07½ |
| XX Green | lb. | .07 @ | .07½ |
| XX Red, lead free | lb. | .06½@ | .07 |
| Kadox, black label | lb. | .10⅜@ | .10⅞ |
| blue label | lb. | .09⅜@ | .09⅞ |
| red label | lb. | .08 @ | .08½ |
| St. Joe, black label | lb. | .06½@ | .07 |
| red label | lb. | .06½@ | .07 |
| **Zinc Oxide—French Process** | | | |
| Anaconda, lead free | lb. | .06½@ | .07 |
| Anaconda, selected lead free | lb. | .07 @ | .07½ |
| White seal | lb. | .11⅝@ | .11⅞ |
| Green seal | lb. | .10⅜@ | .10⅞ |
| Red seal | lb. | .09⅜@ | .09⅞ |
| **Yellows** | | | |
| Chrome | lb. | .16½@ | .17 |
| Ocher, French medium | lb. | .02 @ | .03 |
| domestic | lb. | .01⅝@ | .02 |

## COMPOUNDING MATERIALS

| | | | |
|---|---|---|---|
| Aluminum Flake | ton | 21.85 @ | 24.50 |
| Ammonia carbonate, lump | lb. | .10½@ | .12 |
| Asbestine | ton | 14.75 @ | 18.00 |
| Barium carbonate | ton | 56.50 @ | 57.00 |
| Barium Dust | lb. | .05 @ | .06 |
| Barytes southern off-color | ton | 12.00 @ | 18.00 |
| Western prime white | ton | 23.00 @ | — |
| imported | ton | 27.00 @ | 36.00 |
| Basofor | lb. | .04½@ | — |
| Bentonite | lb. | .02 @ | .03 |
| **Blacks** | | | |
| Arrow "Aerofloted" | lb. | .03½@ | .08½ |
| Bone Black | lb. | .06 @ | .12½ |
| Carbon, compressed | lb. | .03 @ | .07 |
| Carbon, uncompressed | lb. | .03 @ | .07 |
| Disperso, f.o.b. Louisiana | lb. | .03½@ | — |
| Disperso, f.o.b. Texas | lb. | .036 @ | — |
| Drop Black | lb. | .06 @ | .14 |
| Fumonex | lb. | .03½@ | .07½ |
| Excello, compressed | lb. | .04 @ | .08 |
| Gastex, f.o.b. Texas | lb. | .03 @ | .06 |
| Lamp Black | lb. | .10 @ | .40 |
| Micronex | lb. | .03½@ | .08½ |
| Thermatomic-Thermax | lb. | | |
| Flex | lb. | | |
| P-33 | lb. | | |
| United carbon, fob Tex. | lb. | .03½@ | .08½ |
| Velvetex carbon | lb. | .03 @ | .06 |
| Blanc fixe dry f.o.b. works | ton | 75.00 @ | 90.00 |
| Carrara filler | lb. | .01¾@ | .02 |
| Catalpo (fact.) | lb. | .02 @ | — |
| Clay, Kaolin, domestic | ton | 8.00 @ | 9.00 |
| Aerfloted, Suprex | ton | 8.00 @ | 20.00 |
| Colloidal | lb. | .05 @ | .08 |
| Congaree, c. l. f.o.b. mine | ton | 9.00 @ | — |
| Dark Blue Ridge | ton | | |
| Dixie | ton | | |
| Langford | ton | | |
| Lexington | ton | 10.00 @ | 22.00 |
| Mineral Flour, c.l. f.o.b. mine | ton | 20.00 @ | 23.00 |
| Par | ton | | |
| Tensulite | | 15.00 @ | — |
| Glues, extra white | lb. | .25 @ | .26 |
| medium white | lb. | .22 @ | .24 |
| Magnesia, carbonate | lb. | .08¾@ | .11 |
| Mica, white water grnd. | lb. | .06 @ | .08 |
| Off color (biotite) | lb. | .05 @ | .07 |
| Rotten Stone (powdered) | lb. | .02 @ | .05 |
| Soapstone, powdered | ton | 15.00 @ | 22.00 |
| Starch, powdered | cwt. | — @ | 2.57 |
| Talc, domestic | ton | 12.00 @ | 15.00 |
| Pyrax A | ton | | |
| Whiting, commercial | cwt. | .85 @ | 1.00 |
| English cliffstone | cwt. | 1.75 @ | 2.00 |
| Quaker | ton | | |
| Superfine | ton | 10.00 @ | 12.00 |
| Sussex | ton | | |
| Witco | ton | 20.00 @ | — |
| Zinc Carbonate | lb. | .09½@ | .10½ |
| Zinc Stearate | lb. | .19 @ | .22 |

## MINERAL RUBBER

| | | | |
|---|---|---|---|
| Genasco (factory) | ton | 50.00 @ | 52.00 |
| Granulated M. R. | ton | | |
| Hard Hydrocarbon | ton | | |
| Paradura | ton | 62.50 @ | 65.00 |
| Parmr, solid | ton | 28.00 @ | 48.00 |
| Pioneer. MR, solid | ton | 40.00 @ | 42.00 |
| Pioneer-granulated | ton | 50.00 @ | 52.00 |
| R & H Hydro-Carbon | ton | 27.05 @ | 29.00 |
| Robertson, MR, solid | ton | 34.00 @ | 80.00 |
| M.R. (gran) | ton | 38.00 @ | 80.00 |

## SOFTENERS

| | | | |
|---|---|---|---|
| **Acids** | | | |
| Nitric, 36 degrees | cwt. | 5.00 @ | 5.25 |
| Sulfuric, 66 degrees | cwt. | 1.60 @ | 1.95 |
| Tartaric, crystals | lb. | — @ | .26½ |
| **Acids, Fatty** | | | |
| Laurex | lb. | .15 @ | .16 |
| Stearex | lb. | .13 @ | .17 |
| Stearic, double pressed | lb. | .17 @ | .22 |
| **Alkalies** | | | |
| Caustic soda, 76% | cwt. | 2.90 @ | — |
| Soda ash, 58% C.L. | cwt. | 1.17½@ | — |
| **Oils** | | | |
| Corn, refined, bbls. | lb. | .08¾@ | .10½ |
| Cottonseed, crule | | — @ | .04⅛ |
| Cycline | gal. | .27 @ | .34 |
| Degras (c.l. 100 bbls.) | lb. | .03¾@ | — |
| Less c.l. (10-25 bbls.) | lb. | .04 @ | — |
| Lots less than 10 bbls. | lb. | .04¼@ | .04½ |
| Fluxrite | lb. | .05½@ | .06½ |
| Palm Lagos | lb. | .05 @ | .06 |
| Niger | lb. | .03⅝@ | .04½ |
| Para-Flux | gal. | .17 @ | — |
| Petrolatum, white | lb. | .08 @ | .08½ |
| Pigmentaroil | gal. | .18 @ | .23 |
| Pine, steam distilled | gal. | .54 @ | .61 |
| destructively distilled | gal. | .54 @ | .55 |
| Witco Palm Oil | lb. | .11 @ | — |
| Witco Softener (f.o.b. wks.) | lb. | .02 @ | — |
| **Resins and Pitches** | | | |
| Pitch, Burgundy | lb. | .06½@ | .07½ |
| coal tar | gal. | .05½@ | .06 |
| pine, 200 lb. gr. wt. | bbl. | 7.00 @ | — |
| Rosin, grade K, 280 lb. | bbl. | — @ | 4.05 |
| Pigmentar | gal. | .18 @ | .23 |
| Tar Retort, 50 gal. | bbl. | 13.50 @ | 15.00 |
| **Solvents** | | | |
| Acetone, pure | lb. | — @ | .10 |
| Alcohol, denatured, No. 1 bbls. | gal. | .28 @ | .29 |
| Benzol, 90% | gal. | .20 @ | .21 |
| Carbon, bisulfide | lb. | .05½@ | .06¼ |
| Carbon, tetrachloride | lb. | .06¼@ | .07 |
| Dryolene (f.o.b. Okla.) | gal. | .10 @ | .10½ |
| Gasoline, steel bbls. | gal. | .16 @ | — |
| Naphtha, solvent | gal. | .26 @ | .31 |
| Rub-Sol (f.o.b. Okla.) | gal. | .09 @ | — |
| Turpentine, spirits | gal. | .36¼@ | .36½ |
| wood | gal. | .38 @ | .40 |
| destructively distilled | gal. | .35 @ | — |
| **Waxes** | | | |
| Beeswax, white | lb. | — @ | .36 |
| Carnauba | lb. | .26 @ | .28 |
| Ceresin, white | lb. | .10 @ | .11 |
| Montan, crude | lb. | .06½@ | .07 |
| Ozokerite, black | lb. | .24 @ | .25 |
| green | lb. | .26 @ | .30 |
| **Paraffin (c.l.—f.o.b. N. Y.)** | | | |
| Yellow crude scale | lb. | .02½@ | — |
| White crude scale 124/126 | lb. | .02½@ | — |
| Refned, 125/127 | lb. | .03⅝@ | — |
| Refined, 128/130 | lb. | .03¾@ | — |
| Refined, 135/137 | lb. | .05¼@ | — |
| Refined, 138/140 | lb. | .07¼@ | — |

## ANTI-OXIDANTS

| | | | |
|---|---|---|---|
| AgeRite, Gel | lb. | | |
| Powder | lb. | | |
| Resin | lb. | | |
| White | lb. | | |
| Albasan | lb. | .70 @ | .75 |
| Antox | lb. | | |
| B-L-E | lb. | .57 @ | .60 |
| Neozone | lb. | | |
| Oxynone | lb. | .68 @ | .80 |
| Resistox | lb. | .54 @ | .57 |
| Stabilite | lb. | .57 @ | .62 |
| Stabilite Alba | lb. | .70 @ | .75 |
| VGB | lb. | .55 @ | .66 |

## SPECIALTIES

| | | | |
|---|---|---|---|
| Aromatics—Rodo | lb. | | |
| Sunproof | lb. | .35 @ | .37½ |
| Sponge Paste | lb. | — @ | .30 |
| Tonox | lb. | .56 @ | .60 |

## SUBSTITUTES

| | | | |
|---|---|---|---|
| Black | lb. | .08 @ | .14 |
| White | lb. | .10 @ | .16 |
| Brown | lb. | .08 @ | .15 |

## VULCANIZING INGREDIENTS

| | | | |
|---|---|---|---|
| Sulfur Chloride (drums) | lb. | .03½@ | .04½ |
| Sulfur flour, Ref'n'd, 100% pure (bags) | cwt. | 2.40 @ | 2.75 |
| Commercial (bags | cwt. | 1.75 @ | 2.10 |
| Telloy | lb. | | |
| Vandex | lb. | | |

# UNIFORM QUALITY

New Jersey Zinc

**ZINC OXIDE PIGMENTS**

**The XX REDS**

**KADOX**

**ZINC SULPHIDE PIGMENTS**

**ALBALITH**

**CRYPTONE**

**XX ZINC SULPHIDE**

The
New Jersey
Zinc Company
160 Front Street · New York

# The RUBBER AGE

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## *Unemployment Relief*

THE problem of unemployment is uppermost in the minds of the nation as a dreaded winter approaches. Many good men with rubber manufacturing experience are victims of these depressed times. THE RUBBER AGE is lending all its facilities to help alleviate the situation, by calling attention editorially to the possibilities for rubber manufacturers taking on one or more of these men. It is also carrying classified advertisements of unemployed rubber men, on page 131, without any cost to them. It is hoped that the industry will make concrete contributions to unemployment relief by giving jobs to some of these worthy men.